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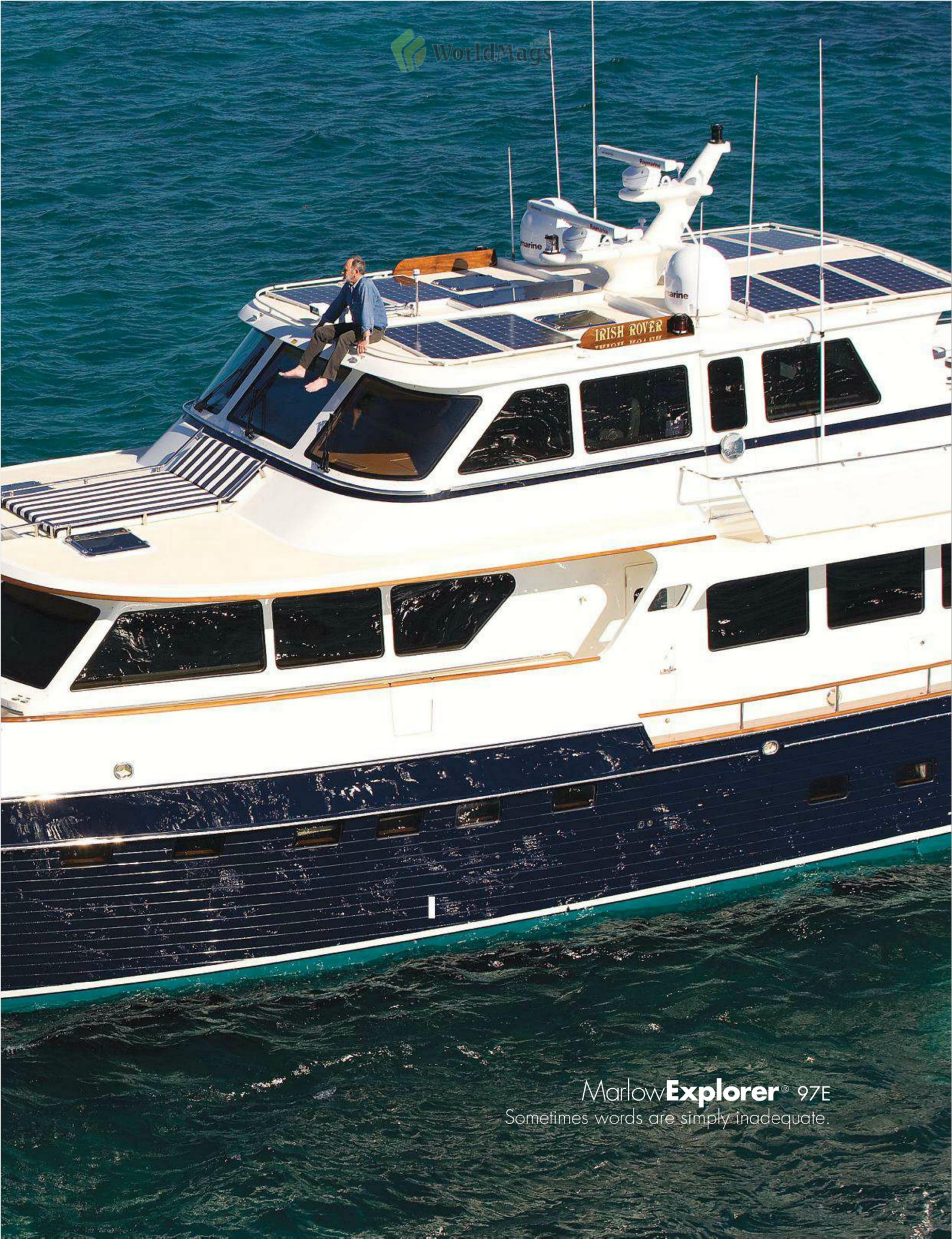
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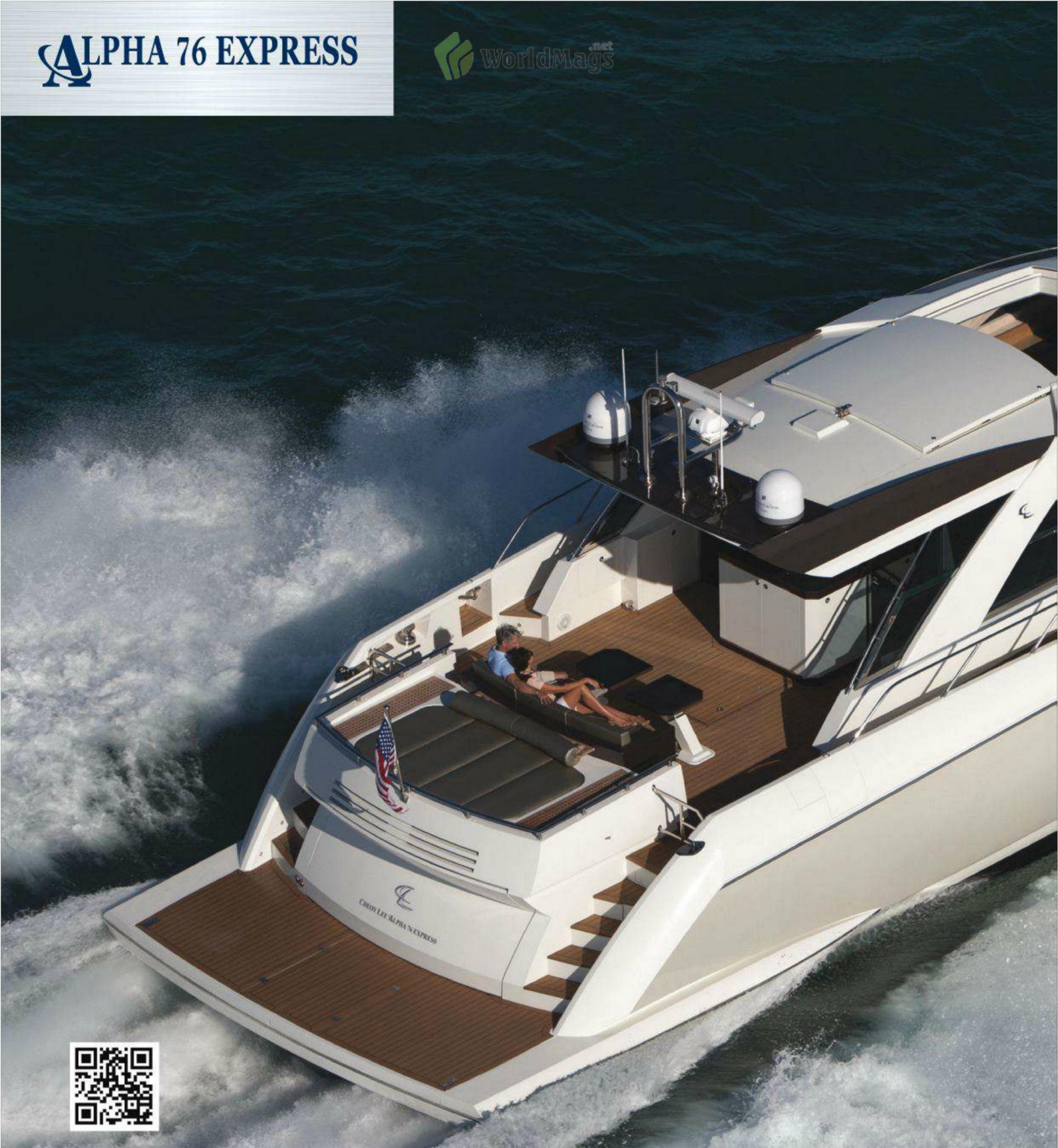




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# ALPHA 76 EXPRESS

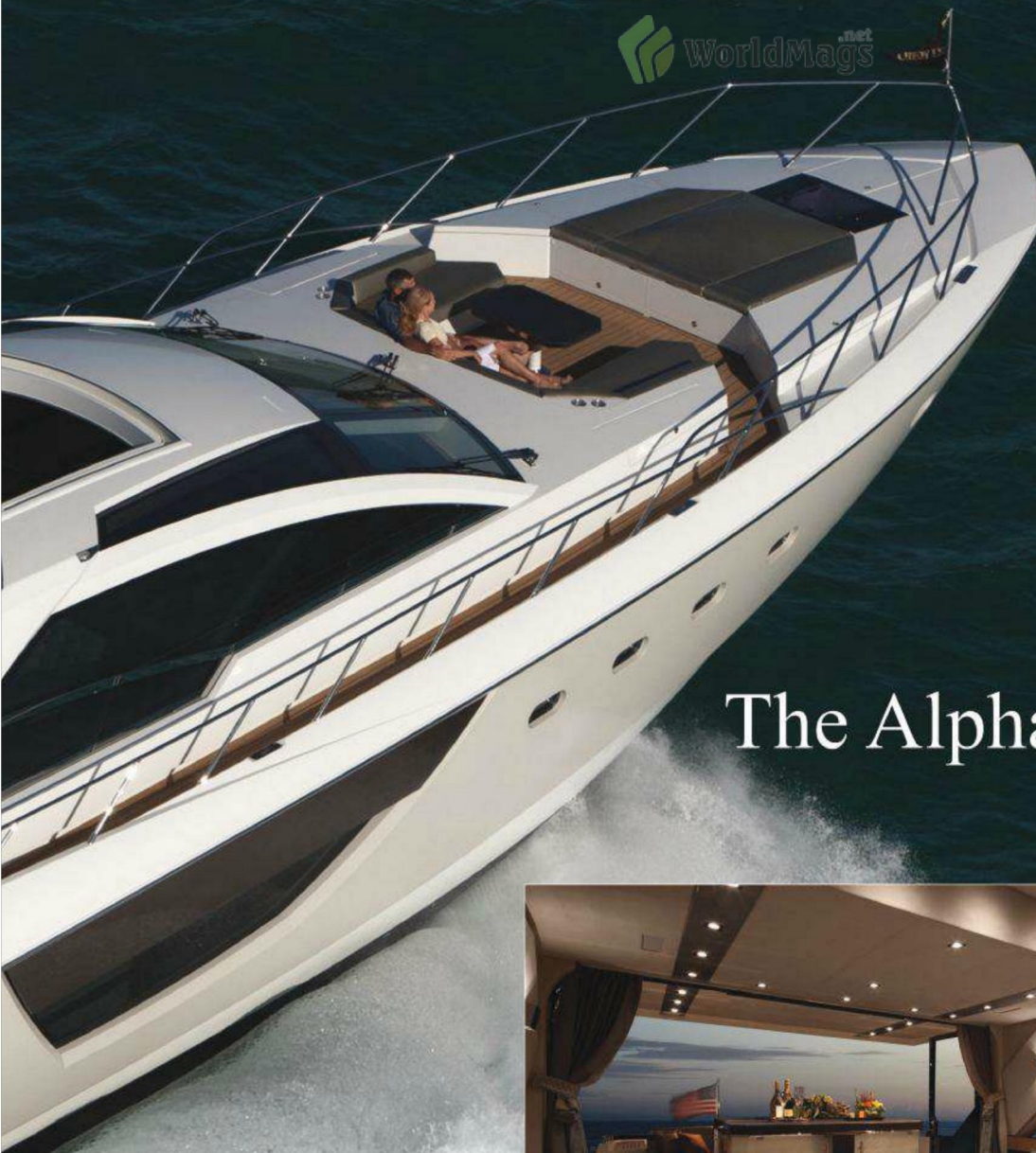


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In Portofino, a large storm rolled in and my boat was the smallest boat in the harbor amongst 100 footers. Everyone from shore saw that we were on the back deck and we weren't rolling. They thought I had multiple anchors deployed.

— ALLAN GOLDSTEIN, OWNER OF 52 SUNSEEKER



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# ■ SNAPSHOT





## TAKING THE LONG VIEW AS RADAR AND AUTOPILOT POINT THE WAY



Photo by Scott Kerrigan



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# LEADLINE

FOR BETTER AND FOR WORSE, THE TIMES, THEY ARE A-CHANGIN'.

## The Show Must Go On

I'm writing this having just returned from my last boat show of 2011. All up, I hit 11 of them, both here and overseas. And trust me, 11 was enough.

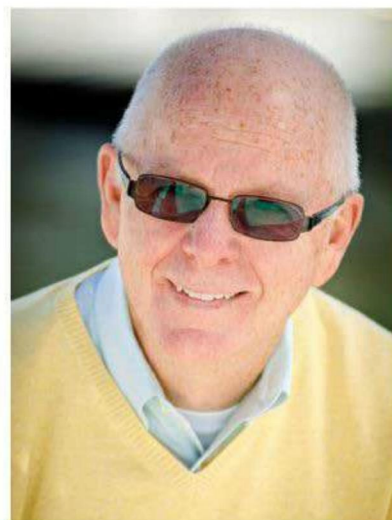
I know many of you look forward to boat shows, and actually I do too—at least at the beginning of the season. I just think there are too many of them. Admittedly as a journalist my motivation for going to them is different from yours: You shop and buy (hopefully); I do research. Still I question whether seemingly every city and sizable town in the world needs its own boat show—or maybe two—each presenting essentially the same boats and information.

Brickbats aside, I learned a lot at those 11 shows. One thing is that, as counter-intuitive as it may sound, the principal industry topic is no longer boats; it's the world economy. Boatbuilders have come to the harsh realization that, by occupying the top of the economic food chain, their fate is not so much in the hands of designers and dealers as it is in those of politicians and policymakers. Once, I'd visit a builder and the first thing he'd talk about was his newest model; now it's the economic crisis in [insert current country here]. There's a realization that today a builder can design and build the finest boat in the world but if boaters are fretting over their financial future, few will buy it.

The second thing I learned is that the once-dominant American boatbuilding industry is dormant at best, in decline at worst. I saw some very nice new models from U.S. yards, but I saw far more from foreign builders, many of which now routinely introduce groups of new boats instead of just single models. At a time when there are so many bargains in late-model used boats, any builder who doesn't have boats that are truly new and different—not just refreshed—is going to be at a major disadvantage.

To conclude on a positive note, the third thing I learned is that wherever it's being created, a lot of innovation and clean-sheet thinking is coming your way. In 2012, you will see boats that break the rules: They're faster, more maneuverable, and more fuel efficient—all at the same time. And you'll see styling and interior features and materials you never imagined. This is going to be a very exciting year for boaters—whether you attend a boat show or not. **PMY**

Capt. Richard Thiel  
Editor-in-Chief





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## Stream of Thought

I am writing about a letter to the editor in the November 2011 issue of *PMY* written by Bill Walker with a response by Capt. Patti Moore of Sea Sense. The gist of the discussion was that a vessel traveling downcurrent is a privileged vessel.

I have researched this many times in recent years because I keep hearing and reading that same erroneous statement. Perhaps someone can find other sources, but all my research in the 1972 COLREGS shows that the downcurrent vessel only has such privileges IF in the Great Lakes, Western Rivers, or waters specified by the Secretary. Rules 9 and 14 are the only ones to address vessels traveling with or against the current.

From Rule 9:

"... a power-driven vessel operating in narrow channels or fairways on the Great Lakes, Western Rivers, or waters specified by the Secretary, and proceeding downbound with a following current shall have the right-of-way over an upbound vessel..."

From Rule 14:

"... a power-driven vessel operating on the Great Lakes, Western Rivers, or waters specified by the Secretary, and proceeding downbound with a following current shall have the right-of-way over an upbound vessel..."

Are you willing to research this yourself and publish your findings?

**DUANE ISING**  
**PUNTA GORDA, FLORIDA**



### Capt. Bill Pike responds:

I'm not sure what research is needed. Rules 9 and 14 of Navigation Rules International-Inland cover all inland waters (including the part of the Intracoastal Waterway Capt. Moore referenced in her letter) where current is a factor. If a vessel is not navigating inland waters, she's in international waters where current is not considered when determining whether a vessel is privileged or not. So was Moore's response regarding the ICW erroneous? Heck no! All other factors being equal, a downbound vessel has the right of way on inland waters. The term downbound has little meaning on the high seas at all.



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# MAIL



## Boaters Online

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## In-Print | Online

Next issue we've got lots of megayachts. We get adventurous as we look at the growing popularity of explorer yachts. We send Capt. Bill Pike deep to investigate the appeal of a megayacht-launched submarine. And we're testing new yachts from Mangusta, Sabre Yachts, and Beneteau. Check out our revamped Web site (pmymag.com) for our easily searchable archive of boat tests. And don't forget to follow us on Twitter and like us on Facebook to stay in touch.

## CORRECTIONS

The Regal 42 Sport Coupe boat test in November's issue incorrectly referred to a 37 Sport Coupe. That model is actually a 35.

## AS AMERICAN AS ...WHAT EXACTLY?

What makes a yacht American? (re: PMY November 2011) Obviously, as stated in the article ... American-owned; however, I take issue with "America's Largest Yachts" (I get it, I know you mean "American-owned"). Strictly speaking, a vessel's colors are the flag or flags that she flies to indicate her nationality. I didn't notice any U.S. ensign on any of the "Largest American Yachts" nor was a hailing port clearly visible on any one of the "Largest American Yachts" that indicated the U.S.A. The cover shows *Carpe Diem*, hailing port George Town. At least credit is due in that 20 percent of the yachts were built in the U.S.A., as evidenced from shipyard addresses.

A more accurate description of an American yacht: built in the U.S.A., registered in the U.S.A. The ownership goes without saying, but I will ... American.

I, myself, am of Slovak-Croatian descent, "made" in America, live in America, and pay my taxes in America.

STEPHEN R. RADOSEVICH  
SPRING LAKE, MICHIGAN

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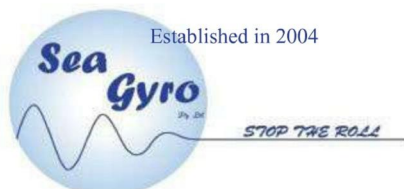
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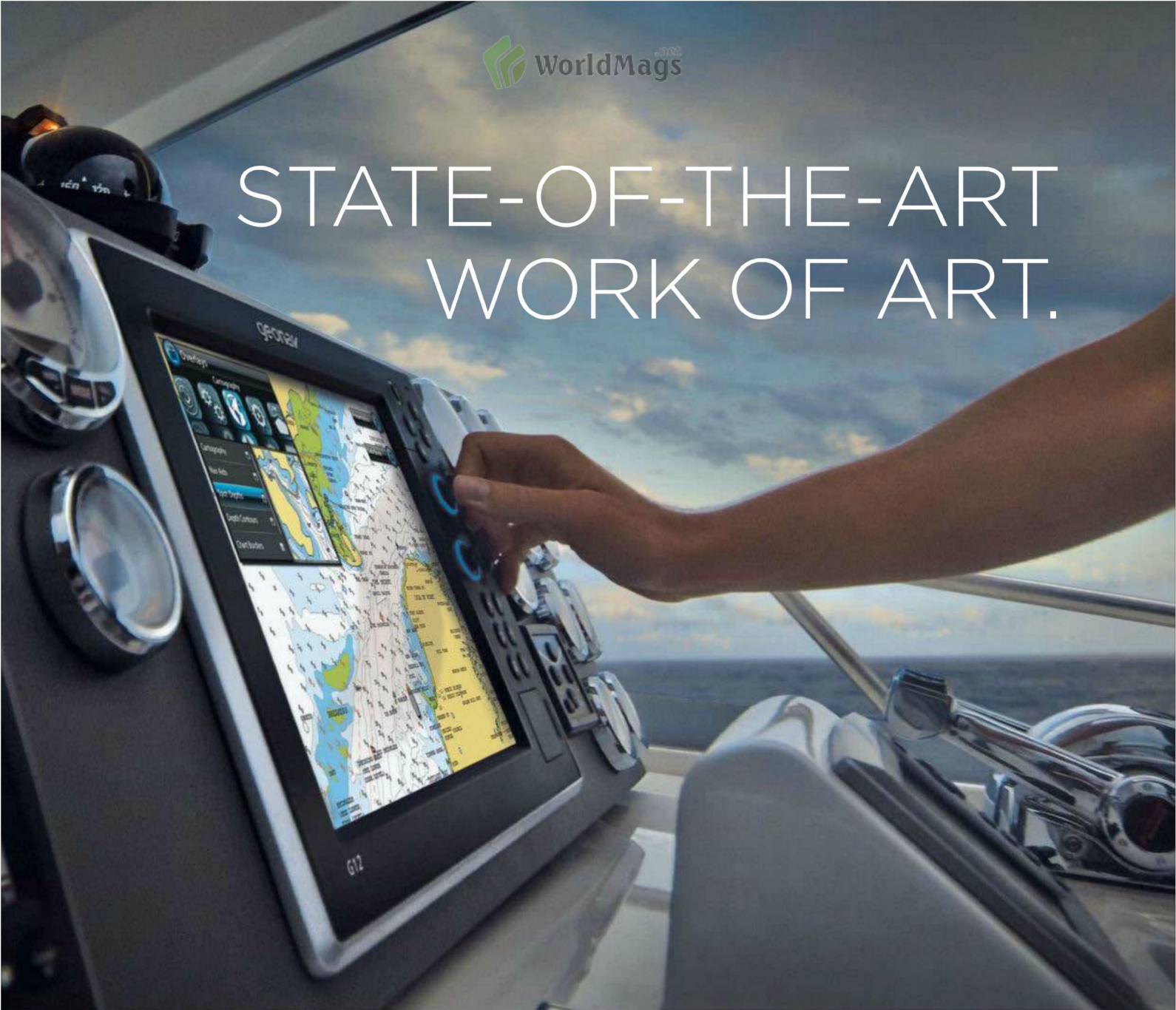
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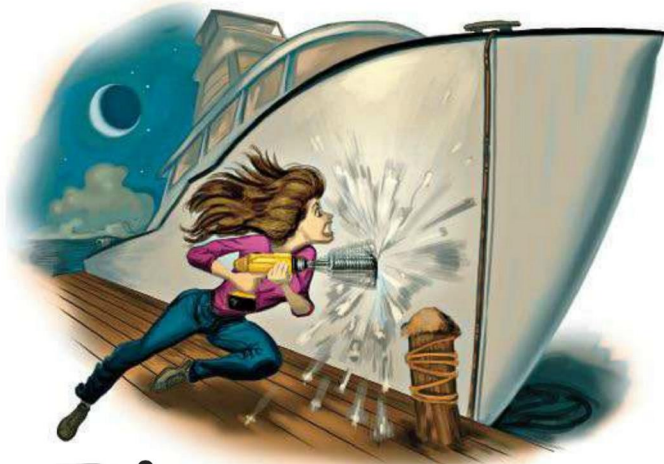




THE WHO,  
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BOATING

## NEWS

CATERPILLAR ■ PRIMO YACHTS ■ SUNREEF ■ JETLEV SOUTH EAST



## Divorce, British-Style

TEXT BY BRAD DUNN

An angry wife who took out her frustrations on her husband's boat will have nine months in prison for reflection. Police say Mandy Fleming of Kent, England, staged a life-threatening attack on her husband's 39-foot cruiser when she discovered he'd bought a new flatscreen TV for the vessel after claiming he was broke. The 47-year-old woman went to the docks with a cordless drill and drilled three holes in the hull of the \$150,000 *Double Dragon*. She then opened all the gas burners on the stove in an attempt to blow it up.

The morning after Fleming's attack, marina officials boarded the half-sunk boat to pump it out. "A volatile mixture of propane gas and air had been created and all it would have needed was for someone to turn on an elec-

**“You were a manipulative, angry, and troubled individual.”**

tric light, or respond to a mobile phone or radio, for it to have exploded,” said prosecutor Mark Gadsden. Marina officials evacuated four people on nearby boats until the danger passed.

Fleming pleaded guilty to reckless endangerment, saying she simply “lost it” when she found proof that her reportedly hard-drinking husband was gambling away the family's money.

Her lawyer told the judge alcohol was involved. “She has little recollection of the gas being turned on,” he said in court. “She had been drinking and was worse for wear.”

Police later found an entry in Fleming's diary that read: “Lost it, got drill and sunk boat. Now I am in sh--.” In the end, the judge showed some compassion after handing down an 18-month sentence.

“You were a manipulative, angry and troubled individual,” Judge Richard Hone said during her sentencing hearing. He ordered Fleming to serve half of her sentence in prison and half on probation. As for the woman and her husband: They divorced shortly after the boat was repaired and sold. PMY



### ■ CAT Unveils Joystick and Pod Maneuvering Systems

Caterpillar Marine Power Systems has introduced new joystick and pod systems that integrate a boat's engines, transmissions, thrusters, and propellers into a single source of control. The systems, which feature Twin Disc QuickShift transmission technology, promise greater ease of maneuverability and docking, as well as more responsive vessel steering at low speeds. “The unique aspect of the solutions we are developing for pleasure-craft applications is the ability to leverage Twin Disc technology with the renowned CAT power and performance,” said Nigel Parkinson, managing director of Caterpillar Marine Power Systems. “We are introducing the pod and joystick solutions with both yacht owners' and builders' needs in mind.”

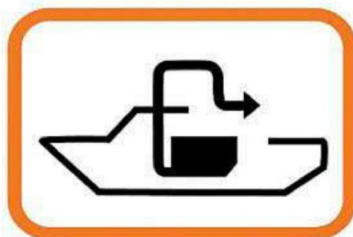
### ■ Primo Yacht Joins Ocean Independence

Charter-yacht firm Ocean Independence has acquired Primo Yacht. The company's acquisition of the Antibes, France-based charter and brokerage firm makes it one of the largest luxury charter fleets in the world, with a reported 96 boats of more than 80 feet

THINGS  
WE  
LIKE

#### Clean Water Award

The State Organization for Boating Access gave its national excellence award to New York's Clean Vessel Assistance Program for removing 1.5 million gallons of boater waste from the sewage system.



#### → QUIZ

- 1 How long does the average California boater say they wait in line for pump-out services?
- 2 Overtaking a boat to starboard requires which international sound signal?





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# NEWS

TEXT BY KEVIN KOENIG

## Jetlev R200 Water-Powered Jetpack

This water toy offers a Daedalian temptation that's worth giving in to.

**L**ike a lot of first encounters, ours took place online. There was a shimmer of otherworldly motion snaking seductively across my screen. My mouth hung open. But I ended up tucking the images away in my brain like so many other pieces of Internet-sourced detritus. "No way someone can actually do that," I assured myself.

But a few days later an e-mail about the video appeared in my inbox as if sent by the Internet itself. It was a bold solicitation of crystal-clear intent: "Call me for a free ride," it all but cooed. And I admit it. I picked up the phone, and I called.

Jay Oosterhouse of Jetlev South East answered on the other end of the line. He had an R200 jetpack available for a test flight. (What did you think I was talking about?)

After an hour flying it, I can tell you that the R200, if not quite a modern-day miracle, has a ticket in hand and is making its way toward the ballpark. It consists of a carbon-fiber frame with a race-car-style harness and two nozzles that shoot water that's been sucked up through a hose connected to a 200-hp engine that floats along behind the rider like a motorized surfboard. It can all be controlled by someone on land via a module like the ones used with remote-control cars. Eventually, the rider learns how to control the jetpack himself with a motorcycle-type throttle. If you've noticed I had to describe this contraption using comparisons to vari-



PMY TESTED

ous other mechanized devices, you're onto something: The world's never seen anything quite like this. Not in real life anyway. With some practice you can literally fly over any patch of water on earth—only the albatross will be your equal. And if the thought of that leaves you slightly disquieted, you're doubly astute. This isn't a PWC. A beginner can't just hop on and go. Jetlev recommends five to ten hours of flight training, which is wise because jetpackin' ain't easy. But my Lord is it fun once you figure it out. I mean, it's a freaking jetpack. There's nothing more to say. PMY

### JETLEV SOUTH EAST

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JETLEVSOUTHEAST.COM.

available for charter. "My team and I are delighted to become a part of Ocean Independence, as it will allow us to provide our clients and owners with a broader range of yachting services, including yacht sales and yacht management, offering a unique global perspective with the benefit of local know-how," said Judith Amselli, managing director of Primo Yacht. With Primo's Antibes operation added to its network, Switzerland-based Ocean Independence now has 16 worldwide locations.



### Sunreef Opens Fort Lauderdale Office

Sunreef Yachts has established its first office in the United States by opening a new facility in Fort Lauderdale, Florida. The Poland-based boatbuilder, known for its custom catamarans and mega-yachts, opened the office on SE 17th Street—a short walk from Pier 66 Marina. "Establishing a U.S. headquarters for Sunreef Yachts has been instrumental in developing its global brand and meeting the international demand for luxury power and sail catamarans in the Americas," said Martha Lukasik, president of Sunreef Yachts Charter. "With strategic plans to increase our visibility through boat-show participation, broker cooperation, and investment in the Latin American market, I am enthusiastic about the growth of Sunreef Yachts USA."

### AGENDA

January 4 - 8

**The New York Boat Show in New York City.**  
(718) 707-0711.  
www.nyboatshow.com.

January 12 - 15

**The Boat Show in Providence, Rhode Island.**  
(401) 846-1115.  
www.providenceboatshow.com.

January 12 - 15

**The Atlanta Boat Show in Atlanta, Georgia.**  
(954) 441-3220.  
www.atlantaboatshow.com.



### Answers

- 1 More than ten minutes, per a recent survey.
- 2 Two prolonged blasts followed by one short blast.



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THE LATEST  
NEWS ON  
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BIG AND THE  
NOT SO BIG

# BOATS

WIDER 150'  
FERRETTI 870  
AZIMUT MAGELLANO 50  
HINCKLEY TALARIA 55  
BENETEAU GRAN TURISMO 44



## Wider 150'

### If the old maxim that innovation is the key to success holds

true then Italian boatbuilder Wider Yachts could be looking at a very bright future. The yard is following up its last launch, the groundbreaking Wider 42, with a megayacht that looks to open some minds as to just what a 150-footer can do.

It speaks to the state of the can-you-top-this culture of megayachts in recent years that a 150-foot vessel is no longer considered a true giant, but that should be of little concern to this yacht's future owners, as she will far outpunch her weight. In fact, Wider claims that her design features and amenities will make her feel more like a 200-footer. Perhaps chief among the big-yacht features is her tender, a 33-foot Wider that stows in her transom garage and is deployed by a "floating launching system." When deployed, the 33 leaves a space on the 150 that can either be filled with seawater to

become a natural bathing pool or convert into a dance floor for some late-night boogeying—"Caribbean Dream" seems like an appropriate playlist selection.

Another feature that will enhance this yacht's sense of grandeur is the spacious aft section known as "Wider beach." Two wings fold out from the transom and connect with the swim platform to create an expansive lounging area with direct access to whichever lovely sea you happen to be cruising.

The 150's foredeck area has room for two more tenders and also has a covered garage that can house either two PWCs or an electrically powered Tesla roadster for zipping around the avenues of your favorite exotic ports of call. The 150 also has an optional helipad available—not a common feature on a yacht of this size.

The 150's dynamism is not relegated to her entertainment features however. She's also designed with a diesel/electric hybrid propulsion system that is sure to pique the interest of any potential owner who has the environment

### Specifications

<b>LOA:</b>	148'0"
<b>BEAM:</b>	24'10"
<b>DRAFT:</b>	4'9"
<b>STD. POWER:</b>	Diesel engines with electric motors
<b>SPEED:</b>	23 mph
<b>PRICE:</b>	Upon request

in mind. Her designers say she could run for a full eight hours with all onboard appliances in use employing just electric power. Meanwhile, when the electric motors are combined with her diesels, she should be able to reach a top speed of 23 mph, thanks in no small part to her efficient semi-planing hull.

The Wider 150' will be nothing if not interesting. With amenities not often seen on a boat her size and a very modern propulsion system, this yacht is sure to garner the attention of forward thinkers everywhere. **PMY**

■ **WIDER YACHTS**  
(954) 347-6771.  
[WWW.WIDERYACHTSUSA.COM](http://WWW.WIDERYACHTSUSA.COM).



## EXCLUSIVE

## Ferretti 870

**Following in the wake of Ferretti's popular 830 is the company's new 870, a yacht that is sure to appeal to owners who treasure sophisticated design and detail. The 870 is another example of the tri-tipped partnership between Ferretti's in-house research and naval design center, Studio Zuccon International Project, and Centro Stile Ferrettigroup. The 870's lines are indeed as sharp as glass, and there is no doubt that she's equipped to become the center of attention in many harbors.**

And those lines aren't all about aesthetics either. The 870 is equipped with a pair of 12V 2000 M94 MTUs that can get her up to 35 mph with the hammer down. A cruise speed of 31 mph is also noteworthy for a vessel of this size. Think about that: You can cruise in the comfort of an 87-footer while still traveling



large distances at the same speed of many express cruisers half the 870's size.

And that comfort is provided mostly by a luxurious interior. The main saloon has an L-shape settee to port as well as multiple armchairs scattered throughout the space. A hidden TV to starboard reveals itself for those rainy days and nights when you feel more like a couch potato than a sun god. Forward of that, an elegant glass dining table should serve as a focal point for onboard entertaining.

The 870 is an example of a relatively large cruiser that feels even larger thanks to her well-thought-out configuration and luxurious amenities. And with those big MTUs cranking down below, she's sure to charge hard into a market that likely will have its arms wide open and waiting for her. PMY

■ **FERRETTI YACHTS**  
(954) 760-6530.  
WWW.FERRETTI-YACHTS.COM.

## EXCLUSIVE

## Azimut Magellano 50

**When Ferdinand Magellan circumnavigated the earth in the early 1500s, it's safe to say he did so in discomfort. And while his ship *Victoria* certainly produced no emissions, it is also safe to say that she was not built with eco-compatibility in mind. This is all in stark contrast to Azimut's new Magellano 50, which takes luxury and the "green" mentality about as seriously as a pleasure yacht can.**

On deck the 50 has plenty of exterior living space. A 198-square-foot cockpit features a C-shape bench and a table that can seat six. Broad side decks lead forward to a rare sight on a 51-footer: an open-air lounge on the bow deck. Up top the flying bridge has a mobile bar and sunbathing area, as well as a mast that supports the antennas and also hides an outdoor shower—a luxury that



Magellan's adventurous crew surely would have appreciated.

But when Azimut built the Magellano 50, it didn't concentrate solely on comfort. It put a lot of thought into making the boat as "green" as possible. Specifically, she's powered by twin low-emission 425-mhp Cummins common-rail engines with electronic fuel-consumption management. Azimut also claims that her hull and props are tailored for maximum efficiency, while anti-UV film applied to her glass surfaces minimizes the amount of heat exchanged between the boat's interior and the outside-

**Specifications**

<b>LOA:</b>	51'4"
<b>BEAM:</b>	15'3"
<b>DRAFT:</b>	4'4"
<b>STD. POWER:</b>	2/425-mhp Cummins QSB 5.9s
<b>SPEED:</b>	24 mph
<b>PRICE:</b>	\$1,500,000

world—mostly all of which the Magellano can help you explore. PMY

■ **AZIMUT YACHTS**  
(+39) 011 93161.  
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## BOATS

## EXCLUSIVE

Hinckley  
Talaria 55 MK IIVenerable boatbuilder Hinckley  
has been turning out elegant

cruisers for the white-shoe, blue-hull set since 1928. Known for designing boats with classic lines and exceptional seakindliness, Hinckley has always embodied the pinnacle of old-school American yachting. Now with the launch of its Talaria 55 MK II, Hinckley looks to garner even more praise for its handiwork.

The 55 debuted in the suitably genteel setting of the 2011 Newport International Boat Show and immediately made a favorable impression. At 55 feet, she is the flagship of the Talaria line. But her size does not effect her close-to-shore maneuverability since she



has "Palmstick" technology. The Palmstick is a remote-control version of Hinckley's JetStick technology, which integrates the boat's jet-propulsion system with its bow thruster to make docking easier than a Caribbean breeze.

The 55 has a new layout down below including two en suite cabins that are well suited to overnights or extended cruises. The pilothouse has also been redesigned to include power hatches and a larger windshield that lends a breezy feel.

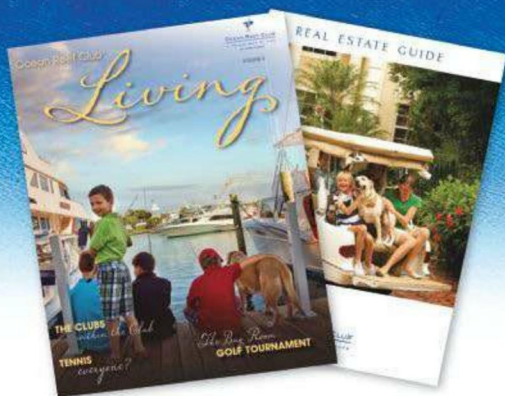
We'd be remiss if we didn't mention that *talaria* was the name given to the famous winged sandals of the Greek god Hermes, as this boat is nearly as swift as that legendary fleet deity. Her optional twin 1,150-hp Caterpillar C18 ACERTs will have her flying across the water at 46 mph at WOT. PMY

## ■ HINCKLEY YACHTS

(401) 683-7005.

WWW.HINCKLEY YACHTS.COM.

Photo courtesy of Hinckley Yachts



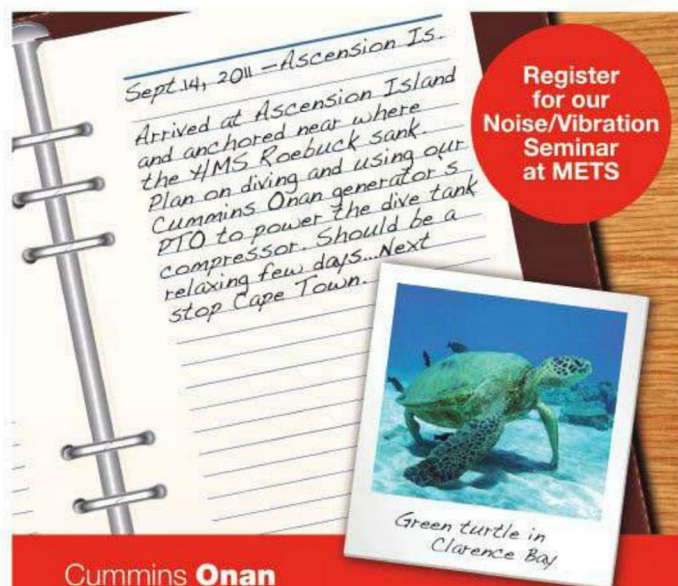
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of the new 41 Cantius.





## BOATS

## EXCLUSIVE

## Beneteau Flyer Gran Turismo 44

## From across the Atlantic comes an express cruiser that looks

to put the joie de vivre into your ocean-going experience. The new Flyer Gran Turismo 44 from French builder Beneteau offers a smooth ride, well-laid-out onboard space, and perhaps most strikingly, a price tag beginning at just \$459,900 that will surely entice.

The 44 features Beneteau's patented Air-Step hull, which features forward-facing steps and two air intakes at mid-hull that allow the boat to essentially ride on a cushion of air. This technology lets the boat handle safely and smoothly even in rougher conditions and maximizes efficiency.



Maneuverability is aided by nimble stern-drive propulsion.

Onboard, the 44 features two relatively spacious staterooms that make her ideal for an overnight stay for the owner and another couple. And they'll rest easy in those cabins after dining on a meal whipped up in the boat's well-lit galley (illuminated by an ideally positioned skylight), which boasts a 57.5-gallon fridge-freezer, a microwave, good stowage, and easy-to-clean cooking surfaces

on a two-burner cooktop.

Topside the 44 features a cockpit with seating for eight and a swim platform that offers access to a garage that can hold a 7'9" tender. This is a lot of boat for a starting price just shy of half a million. But really, who can put a price tag on happiness? PMY

**BENETEAU**  
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Rendering courtesy of Beneteau

## What's The

## BUZZ

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## BOATS

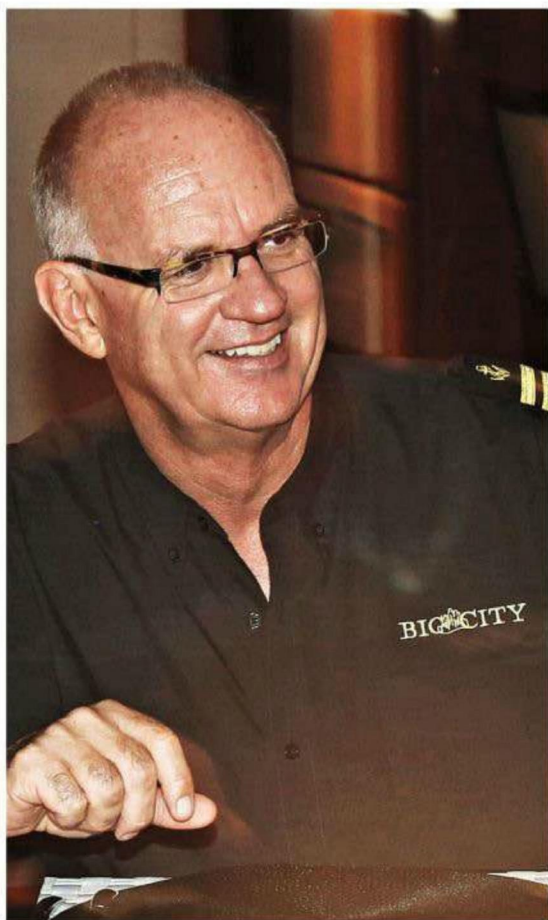
TEXT BY ALYSSA HAAK

# Riding the Tides

Sometimes the customer isn't always right—and shouldn't be.

## Even the most carefully planned charters can encounter hiccups,

but quick thinking can usually turn even the worst situation around. Capt. Barry Bramhill, who has been at the helm of the 141-foot *Big City* for seven years, explains how he managed to recover from one such miscue while working on a previous megayacht and the important lesson he learned from it.



### Staniel Cay, Exuma Islands, the Bahamas:

**Midday:** The first mate and bo'sun take out a charter client, his wife, his aunt, and his two daughters on a 31-foot Pursuit tender to explore islands, beaches, and cays in the area. Capt. Bramhill stays behind to repair the electrical system of the other tender, a 16-foot RIB.

**5 p.m.:** The first mate radios he's run the Pursuit aground on a sandbar as the tide is going out. Since the crew is away from the yacht, Bramhill launches the RIB himself, a job that usually takes three hands. He locates the Pursuit on the yacht's GPS using coordinates provided by the mate and sets off.

**6 p.m.** Bramhill finds the Pursuit as the sun is setting. He sees the crew and guests in chest-deep water attempting to push the boat off the sandbar.

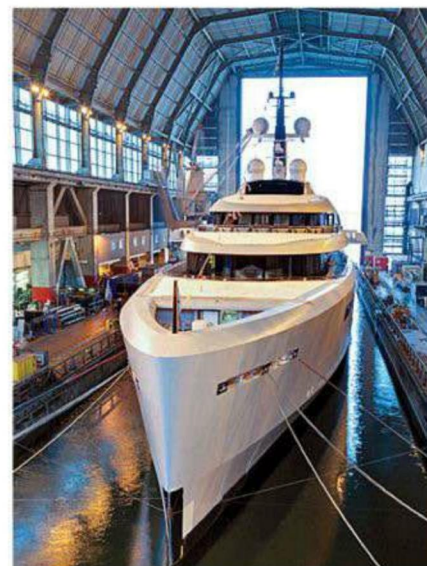
**7 p.m.** The Pursuit is still high and dry, and the daughters are complaining of being cold as the temperature drops with the sun. Bramhill decides to leave the mate and bo'sun with the Pursuit and take the guests back to the yacht on the RIB. It's dark, and the RIB's nav lights don't work due to the electrical problem Bramhill hasn't yet fixed. With the aunt and the daughters chilled, Bramhill must decide: go fast to shorten the trip but subject everyone to wind chill or go more slowly and take more time but keep everyone a lot warmer. He ends up going as fast as is prudent and comfortable but unfortunately does not have a GPS onboard the RIB so he must follow a course based on his memory. Eventually the RIB and passengers return safely to the yacht where blankets and hot cocoa are distributed and everyone retires with a good story to tell.

**10:30 p.m.** The tide comes in enough for the crew to power the Pursuit off the sandbar and return to the megayacht.

In reconstructing events later Bramhill discovers why the tender went aground: The wife saw clear water and wanted to go straight to it despite warnings of shallow water on the plotter. Lesson learned? A good crewman never ignores charts and is always strong enough to resist the desires of charter guests when they aren't prudent. Fortunately, Capt. Bramhill says, these guests rebooked a charter two years later. **PMY**

## NEW LAUNCH

DEVONPORT YACHTS  
VAVA II



## A Big Splash

**+** As *Cakewalk* was to the U.S., *Vava II* is to the U.K. The 96-meter (314-foot) megayacht launched in September as the largest private motoryacht to be built in the country in recent memory. Her sleek exterior was styled by the British firm Redman Whiteley Dixon. She's scheduled to debut on the charter market in 2012. **PMY**

Left photo by Jim Raycroft. Right photo courtesy of Vava II



# THE NSS TOUCHSCREEN IS UP FOR ANY 'CHALLENGE'!

*On my recent world-record attempt at the Bermuda Challenge, we hit a huge storm packing 12- to 14-foot seas, rain and lightning, all at 350 miles offshore. My NSS touchscreen made it easy to quickly navigate our way to safety. We'll go for the record again, soon. And when we do, I know Simrad navigation, autopilot and radar will be there when it matters the most. It's just a matter of time before I break the record!*

— Chris Fertig, Team Statement  
Bermuda Challenge participant

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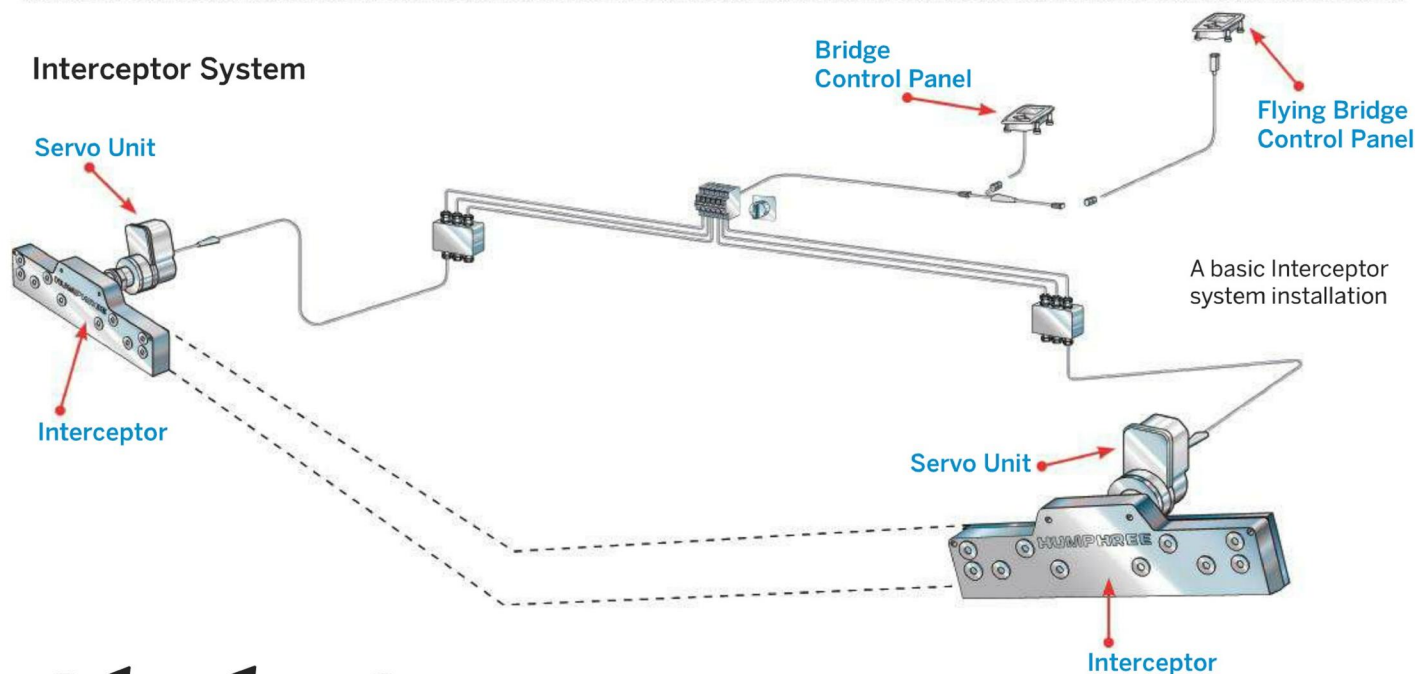
# YARD

INTERCEPTORS  
TIP OF THE MONTH  
PROFESSOR DIESEL

INTERCEPTORS CAN SHARPEN UP A BOAT'S PERFORMANCE AND EFFICIENCY.

TEXT BY ERIC COLBY

## Interceptor System



## Blade Runners

For decades trim tabs have been the popular way to adjust a boat's running angle. They work well on boats up to about 45 feet but on larger boats, you need some seriously big plates, which can create drag and don't always deploy quickly. That's why lately many manufacturers are turning to interceptors, such as those manufactured by Humphree and Naiad Dynamics. These blades

mount to the transom and drop down vertically into the flow of water coming from beneath the hull to create lift without producing the drag of conventional tabs.

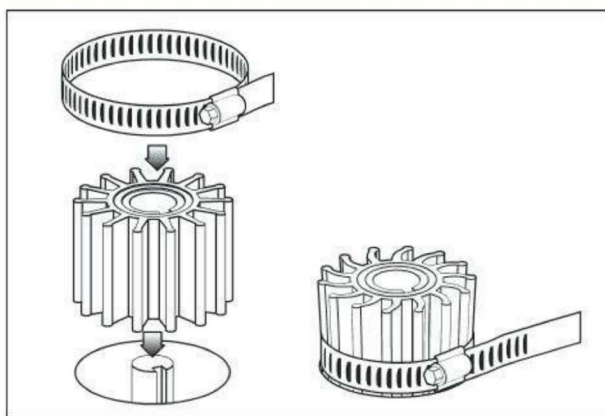
"[Interceptors are] an upgrade because you don't add surface friction [like you do] with trim tabs," says Dave Newcomb, engineering manager at Sabre Yachts in Casco, Maine. "They're more sophisticated, and they're precise."

Sabre uses Humphree's 850-mm-wide (about 33½ inches)

## GARMIN'S TIP OF THE MONTH

CAPT. ROBERT COSTA, MARCO ISLAND, FL

Ever wrestle with installing an impeller, especially in a hard-to-reach place, trying to bend the vanes so they slip right in? Well, here's a solution: Get yourself a hose clamp and put it around the impeller. Tighten it just enough to bend all the vanes and then slide it gently into the housing, loosening the clamp after the impeller is partially inserted. An old salt taught me this 45 years ago and also told me that when a wooden boat takes on water, sawdust sprinkled in the water around the hull is sucked into seams thereby sealing them.



## Contest Guidelines

For your chance to win a **Garmin VHF 100** fixed-mount radio, send your best maintenance tip to **Capt. Bill Pike** at [bill.pike@pmymag.com](mailto:bill.pike@pmymag.com). One winner will be drawn from all entries each month. No purchase necessary.



Garmin VHF 100

Illustrations by Steve Karp



Interceptors on its 54 because the Volvo Penta IPS II pods that are standard power on the boat don't have integrated tabs. They are mounted in the same position as trim tabs. The standard series lowers two inches while the extended series drops three inches. The farther the Interceptors extend, the more lifting force they generate.

"They create more lift efficiently with less drag," explains Greg Platzer, owner of Platzer Marine in Fort Lauderdale, Florida, the exclusive U.S. Humphree distributor. Platzer says that because they can be custom designed, Interceptors can be installed in locations where trim tabs don't always work, such as at the aft end of a propeller tunnel. They can also be retrofitted to a boat that has conventional trim tabs or had none at all. While some critics question the effectiveness of interceptors at slower speeds, Platzer says he has installed them on trawlers where they work just fine.

Because Humphree Interceptors are made out of composites, there's no corrosion and no need for sacrificial anodes. Electrically powered servos—either 12- or 24-volt—inside the boat raise and lower the blades. Interceptors come in two sizes: stan-

dard, for boats from 45 to 150 feet in length, and extended for boats 60 feet and larger. Both 2.5- and five-inch shafts are available to accommodate different transom thicknesses. Naiad Dynamics offers its own version of interceptors called Active Motion Interceptors that deploy in a similar manner. Volvo Penta has licensed the Humphree technology to produce a version for smaller boats.

Humphree Interceptors come in various levels of sophistication. The basic system offers manual control and comes with an LCD display that provides trim and list angles. The Automatic Trim Optimization System (ATOS) lets you preset up to five blade positions for automatic operation. The next step up is the Bi-Trim Optimization System (BTOS), which automatically corrects for a boat's listing. Set the target list angle, and the system adjusts the blades to maintain that orientation.

If you want to correct for heel and list, you need CTOS (Coordinated Turn Optimization System), which continuously monitors rudder position and adjusts heel by positioning the Interceptors to ensure a comfortable running angle during turns. For total control, the Humphree ACTIVE ride-control system automatically responds to pitch and roll motions,

as when the boat is in rough conditions. Naiad offers similar control with its DATUM system.

One downside is price. Platzer charges about \$7,000 for the basic Humphree system, which includes a pair of standard blades and everything you need to operate them. Upgrading to ATOS adds \$2,000 while BTOS adds \$4,000. The Volvo TS-450, which is designed for twin-engine boats up to 50 feet, retails for \$799.94 on the company's Web site. To compare, you can find Lenco electric trim tabs for boats up to 80 feet at West Marine for around \$2,000. But for the reduced drag and improved efficiency, some people will consider interceptor blades as a worthwhile alternative to conventional trim tabs. **PMY**

#### ■ HUMPHREE

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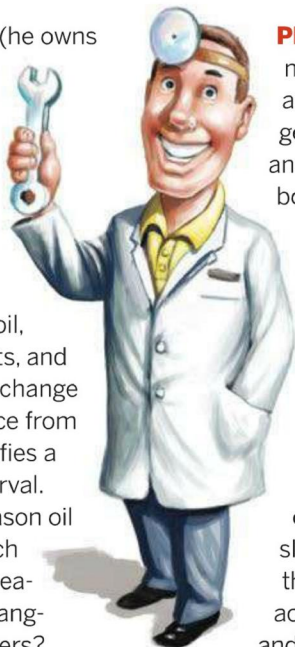
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## Q&A

## PROFESSOR DIESEL

**Q:** My dock buddy and I (he owns a 56-foot Californian with Caterpillar 3208s, and I own a 50-foot Hatteras with Detroit Diesel 8V-71s) use our mains only about 45 or 50 hours a year on a Midwestern lake. Each boat takes 12 gallons of oil, a couple of filter elements, and a fair amount of work to change the oil in the fall. Guidance from the manufacturers specifies a 150-hour oil-change interval. Should we do end-of-season oil changes or can we stretch the old oil into the next season? And what about changing the oil but not the filters?

—**Tom Hammelman**  
St. Louis, Missouri



**PD:** Most manufacturers of marine engines, both gasoline and diesel, suggest that engine, generator, and transmission oils and filters be changed before the boat is put in storage for the winter. This is typically the case even if you haven't attained the suggested hours for an oil change.

There are good reasons for this. Running your mains during the boating season causes acid and water to accumulate in the oil. This is especially true if you do a lot of slow-speed operation. Changing the oil in the fall removes the acid, which can cause corrosion and other damage to the precision surfaces inside the engine. It also removes the water, which can separate

from the oil and freeze and cause corrosion. Let acid and water remain and you risk premature engine, oil cooler, and transmission failure.

Before you change your oil always warm up your engines. This will mix any acid and water with the old oil so that they are removed when the oil is pumped out.

And remember: Preventive maintenance is the key to engine longevity. To best protect the interior surfaces of an engine during winter layup, always start and run it for a few minutes after an oil change—this circulates fresh protective lubricant. And always use high-quality lubricants that meet or exceed the specifications recommended by the engine manufacturer.

➔ **Professor Diesel** // Is Larry Berlin, director of Mack Boring's Training Services division.



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# GEAR+

PMY SCoured the fall boat shows to bring you the smartest new products.



VOITH

## Inline Thruster

This thruster is powered by magnets that surround its tunnel, so there is no gear box in the hub to restrict water flow and no large motor above (inside the hull) taking up space. Magnetic operation makes it much quieter and virtually vibration-free compared to conventional thrusters. ([www.voithturbo.com/air](http://www.voithturbo.com/air))

—Capt. Richard Thiel



ACR ELECTRONICS

## ResQLink

A Personal Locator Beacon (PLB) is a worst-case-scenario device. Having one makes good sense and needn't require a big investment. The ResQLink is the smallest and lightest one available and even comes with a test function so you know it will work when you need it.

**(\$325; [www.resqlink.com](http://www.resqlink.com))**

—Alyssa Haak



MOLORI

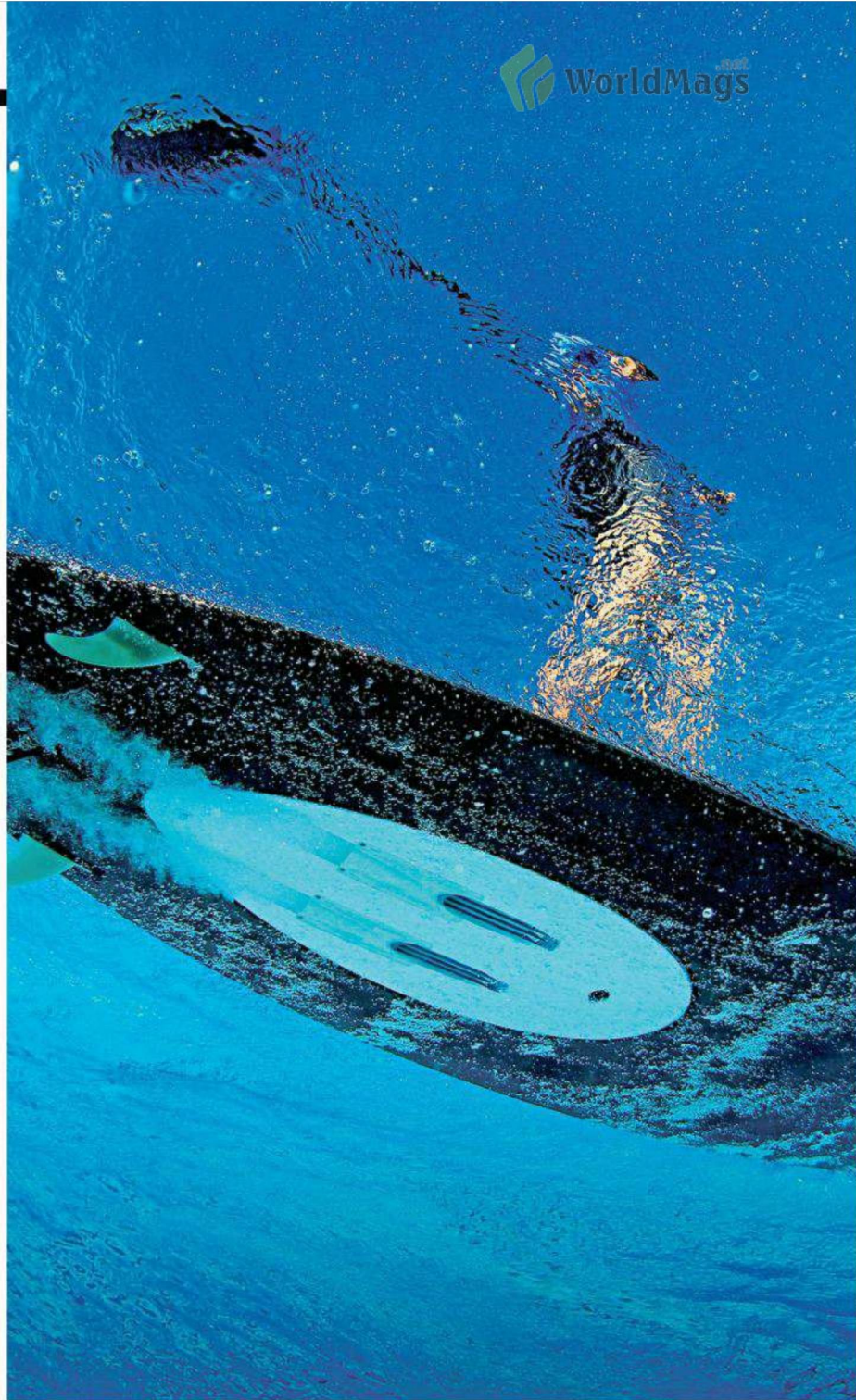
## Body Max

The Body Max is a multistation exercise machine—complete with exertion-monitoring computer—that unfolds a full workout from a cabinet that's just 70 inches tall. The box holds a recumbent stationary bike and a bilateral pulley system with dual 30-pound weight stacks, and is customizable. **(starts at \$10,500; [www.molori.com](http://www.molori.com))**

—Jason Y. Wood

For more PMY editors' picks, go to [www.pmymag.com](http://www.pmymag.com)





## WAVEJET PROPULSION

### Wavejet

The Wavejet line of surfboards, paddleboards, and more have battery-powered propulsion to help you paddle out more easily, catch bigger waves, and even take a break if you need it. The company says its boards can be used to paddle into 50-foot-high waves, but if you just feel like giving your shoulders a rest, they're good for that too. **(\$4,500; [www.wavejet.com](http://www.wavejet.com))**

—Kevin Koenig



## ROSE POINT NAVIGATION

### Engine Interface Add-On

Let's say you've got an elderly boat and you love her. But those old analog gauges on her dash seem just a bit jittery and unreliable. Has Rose Point Navigation got a product for you: a new Engine Interface Add-On that converts analog data from your existing senders into a digital, onscreen format. The system is NMEA 2000-based, includes digital gauges, and will work for virtually all gasoline and diesel engine configurations.

**(\$649; [www.rosepointnav.com](http://www.rosepointnav.com))**

—Capt. Bill Pike



## STRONG MARINE

### AutoCleave

The AutoCleave is the only cleat that goes totally flush at the push of a button—in just two seconds. It not only provides a sleek, uncluttered look but lets you start your engines, press the release button, and be instantly free of all mooring lines.

**(\$495, [www.strongmarine.com](http://www.strongmarine.com))**

—Capt. Richard Thiel



## GEAR+ELECTRONICS

# The Nuts & Bolts of Integration

Know how the components of your helm—and the rest of the boat—communicate.

I have found that most endeavors are easier if you work as a team—everything from splitting logs or catching fish to raising a family or running a business. It's the same for your electronics. Almost everything on your console is—or could be—a team player, working as part of an integrated system.

There are literally dozens of different ways that electronic devices can communicate with each other: through Ethernet, HSB, NavNet, SeaTalk, SimNet, Smartcraft, and USB, to name a few, but the granddaddy of marine instrument integration systems is NMEA 0183.

NMEA 0183 isn't a collection of plugs and wires. It's a rule book, published by the National Marine Electronics Association (NMEA) in 1983 (and since updated) setting out strict rules of spelling and grammar that make up a common “language” that one instrument—“a talker”—can use to send information to one or more “listeners.”

The talker produces information in the form of a string of short, low-voltage electrical pulses, rather like Morse code, which are transmitted to each listener through two cores of a multicore cable. Each talker can transmit to several listeners at once. A single GPS, for instance, might send information to an autopilot, a plotter, and a DSC radio. But that isn't really a network, because each pair of wires can carry messages from only one talker and in only one direction. It doesn't allow several talkers to share one



pair of wires nor does it allow listeners to talk back.

NMEA 0183 is great for simple applications. It's so good, in fact, that an updated, high-speed version has been introduced to handle the information from AIS receivers. But a truly integrated system requires more than NMEA 0183 can provide.

And that's where NMEA 2000 comes in. It is completely different. For one thing, the NMEA 2000 rule book specifies which wires and cables should be used, making it much easier to connect equipment from different manufacturers. But a far more fundamental point is that it allows as many as 50 different

“NMEA 2000 allows as many as 50 devices to be connected to a single backbone.”

devices to be connected to a single backbone. Any of them can pump data into the backbone, and any of them can take data from it. It's a true network.

The data, however, is still in the form of electrical pulses, and if two devices transmit at once, their pulses would mix together to produce gibberish. So it's important to make sure that only one device is talking at a time. To prevent simultaneous transmission, each talker breaks its message up into several pieces, called frames. Each frame includes a header that identifies what information the frame contains and how urgent it is.

Before it transmits, each talker listens to what is happening on the network. If everything is quiet, it goes ahead and sends its frame of information. If the network is busy,

**Above:** MFDs such as the Raymarine E140W can share network data through a number of different inputs.

Top photo courtesy of Raymarine



it waits. There's still a potential problem, though, if two talkers begin transmitting at the same moment. In this case, every device on the network, including the two that are trying to talk at the same time, recognizes that there is a conflict, and the one that is sending the lowest-priority message shuts down until the network is quiet again.

NMEA 2000 is 50 times faster than its predecessor, NMEA 0183, so it can handle data from up to 50 different devices, but it's still not the complete answer. That's because those message headers can occupy any amount of data up to half of each frame. The result is that NMEA 2000 is too slow and inefficient to be useful for complex data such as video images or cartography.

Most of us are already using a system that works around these problems in our homes and offices—it's called

Ethernet, and even in its slow form, known as 10BASE-T, it carries information 40 times faster than NMEA 2000 and more than 2,000 times faster than NMEA 0183. Speed is important because it obviously affects the amount of information that can be carried, but there are a couple of other really big differences between NMEA 2000 and Ethernet.

The first is that each frame of Ethernet data includes "from" and "to" addresses in its header, so although it may be received by every other device on the network, each one can ignore information that it does not require. The other is that Ethernet uses a completely different system to avoid the "collisions" that occur when two devices transmit at once. It's called Carrier Sensed Multiple Access/Collision Detection (CSMA/CD). But it's best compared to the way conversation at a dinner party controls

itself: People speak when there is a lull in the conversation, and if two people accidentally start talking at the same time they both stop. It's a very efficient way of carrying information between small groups of devices—say, as many as five—but the dinner-party protocol means that there is no guarantee that urgent messages will get through in time. For large groups, in particular, the sheer volume of traffic can mean that individual devices have to wait a long time before their messages get through.

What all this boils down to is that we boaters have three main ways of creating a network, each of which complements the strengths and weaknesses of the others: NMEA 0183 is perfect for very simple systems—it's tried, tested, and virtually universal. NMEA 2000 is for most current multisensor/multidisplay systems, and Ethernet is suited to handle large volumes of complex data. **PMY**

## → A Breakdown of Protocol

NMEA 0183	NMEA 0183 HS	NMEA 2000	Ethernet
Single talker, multilistener	Single talker, multilistener	Multitalker, multilistener	Multitalker, multilistener
4.8 Kb/sec	38.4 Kb/sec	250 Kb/sec	10 Mb/sec or 100 Mb/sec
Typically up to 5 listeners	Typically up to 5 listeners	Up to 50 devices	Typically up to 5 devices
Great for simple applications	Primarily for AIS	Versatile and easy to install	Can handle complex data (cartography, radar, video)
Can be complicated to install and troubleshoot	Not compatible with standard NMEA 0183	Cannot handle complex data (e.g., cartography or video)	Cannot prioritize data and can be complicated to set up

### Proprietary Systems

Several major manufacturers use their own systems for interconnecting their own products and their own variants on the generic systems:

**Furuno CANbus:** Name for its NMEA 2000 system (electronically compatible with NMEA 2000 but with some differences in the way components can be connected)

**Furuno NavNet:** Brand name for its Ethernet system

**Garmin Marine Network:** Brand name for its NMEA 2000 system

**Raymarine SeaTalk:** Proprietary system

**Raymarine SeaTalk HS:** Brand name for its Ethernet system

**Raymarine SeaTalk NG:** Brand name for its NMEA 2000 system (electronically compatible with NMEA 2000 but with different connectors)

**Simrad SimNet:** Brand name for its NMEA 2000 system (electronically compatible with NMEA 2000 but with different connectors)

**SmartCraft:** Mercury/Mercruiser/Cummins' own system

**Teleflex Magic Bus:** Brand name for its NMEA 2000 system



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YACHTS OF  
DISTINCTION

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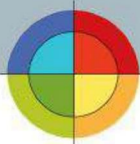
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CAPT. TIM MARQUIS  
305.393.4410

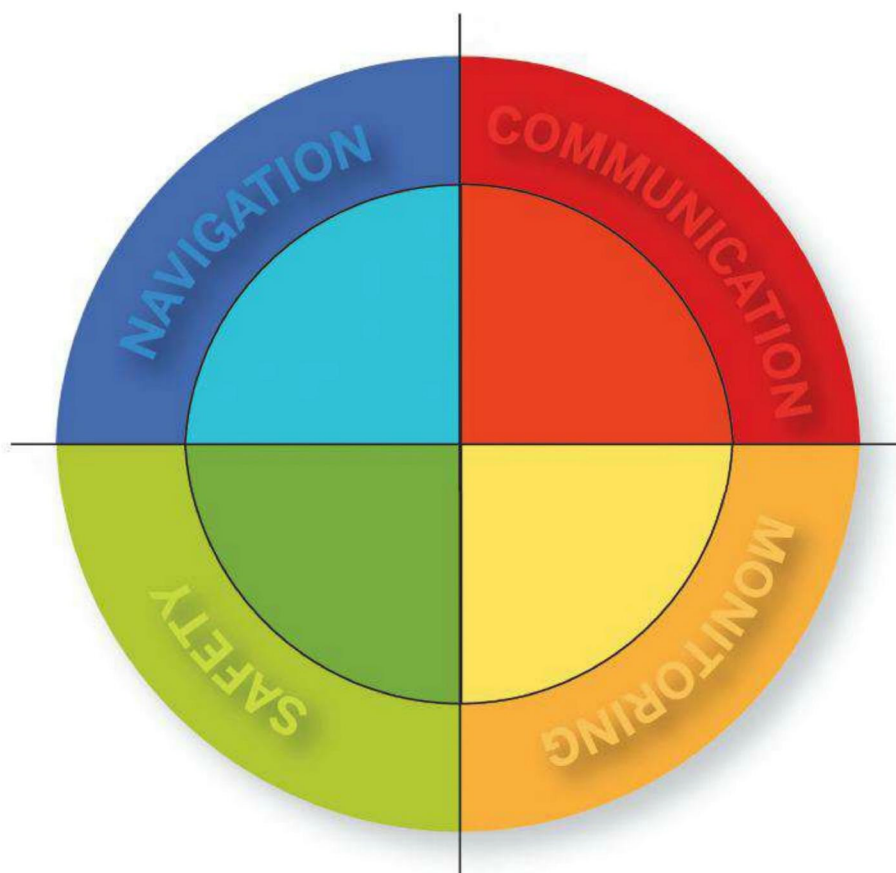


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# Whole-Boat Electronics

THINK ABOUT EACH COMPONENT OF YOUR BOAT'S ELECTRONICS TO CREATE A POWERFUL SYSTEM THAT'S GREATER THAN THE SUM OF ITS PARTS.



Marine electronics have evolved at a blistering pace in recent years. Boaters—along with everyone else, it seems—have embraced the application of technology in nearly every aspect of their lives. But as a boater, you may find yourself at a crossroads. Should you reap the benefits of a powerful new system? Or is the risk too great that you'll overcomplicate your helm station to the point of utter confu-

sion? Only you can decide what's right for you. To further your understanding, we've broken down some of the latest developments in four major functions of marine electronics—Safety, Monitoring, Communication, and Navigation—in ways you may not have considered. These resources may help you to think about what your boat's systems offer and what you wish they did.

**EDITOR'S NOTE:** Making a big change to your electronics suite? Tell us about how and why. E-mail us at [jason.wood@pmymag.com](mailto:jason.wood@pmymag.com).



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# Chart Toppers

MANY FEATURES WE LOVE ABOUT OUR PLOTTERS ARE MOSTLY IN THE DATA, NOT THE DEVICE. TEXT BY **TIM BARTLETT**

# A

Garmin BlueCharts have an intuitive interface and simple route planning.

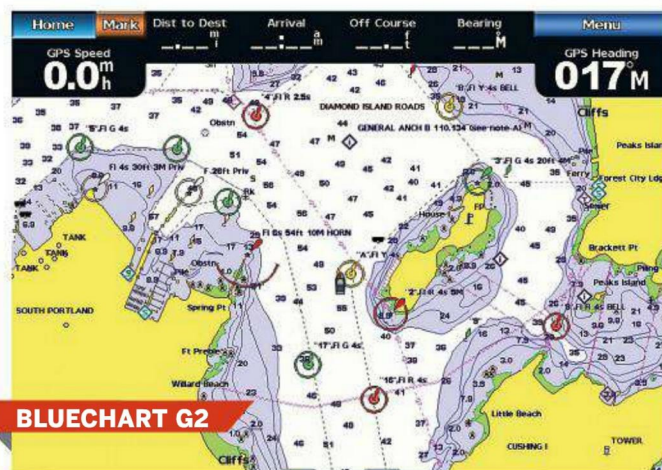
Anyone can make a mistake. I made one long ago when I wrote that I couldn't see the point of electronic charting. I dismissed chartplotters as small, monochromatic, inaccurate, and expensive, and compared them (unfavorably) with 18th-century paper charts.

Back then (20 years ago!) all those things were true. My mistake was failing to recognize those primitive plotters as the first baby steps on the way to what may be the greatest revolution in navigation since the invention of charts themselves. Today a traditional chart table is a rare sight, and all but a few diehards navigate almost entirely on screen. After all, big ships do it—why shouldn't we?

Three major players dominate the market: Navionics and C-Map (originally one company until the two founders parted ways in 1985) and Garmin. Until recently each sold its charts on its own proprietary "cards," so it was obvious that you couldn't fit a Navionics card into a C-Map plotter, or vice versa. Now most plotters accept SD cards like those used in phones and cameras, but there are still vital differences in the software required to read the various formats and very few "dual-fuel" plotters that read more than one kind.

To the user, the differences between the formats may seem subtle, but they could be enough to influence your choice of plotter—and therefore a whole electronics system—so it pays to research the charts before committing to any particular brand of hardware.

If you're looking for ease of use, Garmin's BlueChart G2 is the second generation of the company's own format. It comes preloaded on many of the company's current chartplotters but is also available on SD cards and Garmin's proprietary G-Cards to work with their older plotters. The cartography comes from official sources (such as NOAA) but is "Garminized" to make it easy to use, particularly by

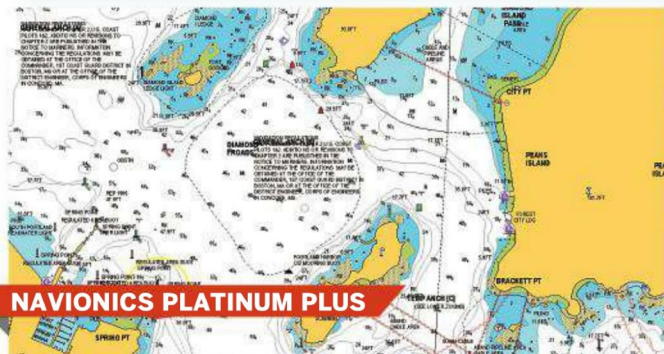






**NAVIONICS GOLD**

Navionics  
is integrating  
user-generated  
content.



**NAVIONICS PLATINUM PLUS**

those unfamiliar with paper charts. Even so, BlueChart G2 retains all the essential features, including coastlines, contours, hazards, buoys, and lighthouses, and adds a few extras, including tide and current data and bottom-contour shading that can be set up to suit your definitions of “deep” and “shallow” rather than those of some far-off cartographer.

BlueChart G2 Vision is the turbocharged version, with the extras we expect in premium-grade cartography—overlaid satellite photography, aerial photographs, high-resolution “fishing” charts, and 3-D graphics of the landscape above and below water—and an exciting auto-routing feature. Just like Garmin’s automotive navigators, if you tell it where you want to go, it will suggest a safe route to get there.

For planning routes, check out C-Map’s offerings. The company’s most basic cartography is called Max, but it still supports the earlier NT+ format on which Max is based. Onto the NT+’s basic 2-D charting, Max adds port facilities, aerial photographs, tidal stream, and current data as well as “animated” nav aids that flash just like the buoys and lighthouses they represent. Max’s special selling points are a look-ahead function that can trigger an alarm if you are heading toward a charted hazard and a “route check” function that highlights any leg of a planned route that passes too close to a hazard.

C-Map also offers 4D, its latest generation technology, with the almost-obligatory 3-D charting plus satellite-photo overlay of land areas and high-definition fishing charts. Max’s route-check function has evolved into auto routing, but one notable feature is the inclusion of raster charts that can be compared alongside the vector chart.

The “fourth dimension” implicit in the name is time—the charts can grow with your cruising goals: Buy a 4D card for the price of a Max card, but with the 4D add-ons “locked away.” Later, you can buy an unlock code to release the increased 4D functionality.

Looking to have the latest data on your charts? Navionics seems to be leading the way when it comes to updates, with a policy known as “freshest data” that can offer updates every week. Its offerings start with Gold—with tide and current data and port-services information.

Navionics’ flagship range is Platinum Plus. The big difference between Gold and Platinum Plus is that Gold covers the entire United

States in a single SD or CF card, but Platinum Plus coverage fills 20 of them. That extra capacity stores panoramic photos, satellite overlays, pilot guides, and high-resolution fishing charts—plus the video-game-like ability to present the chart as a 3-D graphic.

Navionics also lets users add local knowledge, thanks to an exciting smartphone/tablet app that lets users contribute user-generated content, basically adding a layer of crowd-sourced data to charts. The plan is eventually to check out the user additions and add them to the cartographic record.

Pricing comparisons are nearly impossible since so much depends on individual needs. For instance, Navionics Platinum Plus of the lower 48 fills seven cards at \$299 each, while \$199 buys Platinum Plus coverage of a few hundred miles of coastline—or Gold of the whole country.

This is a great time to review your boating style and the cartography it requires. You may well discover that it’s wise to change your entire system based on some of these exciting new products. PMY

#### ■ GARMIN

(800) 800-1020.  
WWW.GARMIN.COM.

#### ■ C-MAP

(800) 353-2107.  
WWW.C-MAP.COM.

#### ■ NAVIONICS

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C-Map’s 4D  
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ment.



**C-MAP MAX**



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# High Beams

LEARN TO THINK DIFFERENTLY ABOUT SATELLITE COMMUNICATIONS. AFTER ALL, THEY'RE CHANGING FAST. TEXT BY **TIM BARTLETT**

Sea Tel's 24-inch dome is stabilized to provide broadband connectivity in rough conditions.



# T

Think about this: While AT&T charges cell-phone users \$2.29 per minute to phone home from the Bahamas, one satcom company charges only \$1.49 per minute from anywhere in the world. Another is offering unlimited free airtime as part of \$20-per-month package. Of course per-minute airtime charges don't tell the whole story, but satellite communication is no longer restricted to the very rich or to ocean voyagers.

For most of the 20th century, conventional radio provided worldwide communications by bouncing signals off electrically charged layers in the earth's atmosphere. Satcom systems replace atmospheric reflection by using satellites to receive and retransmit the radio signals. This produces cleaner, stronger signals, and lets the systems use higher frequencies that are much better at handling high-speed data.

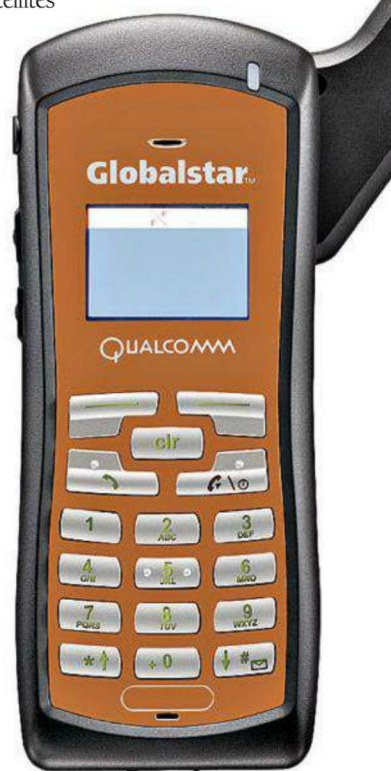
There are lots of different satcom systems, but only a handful that are of practical interest to American boaters—namely, Globalstar, Iridium, Inmarsat, and VSAT. Globalstar and Iridium use satellites in “low earth orbits” (LEOs). It's relatively cheap and easy to launch a satellite into a low orbit, but one big snag is that the area covered by a satellite

(its “footprint”) depends on its altitude. For an Iridium satellite at an altitude of 484 miles, the footprint is less than 3,000 miles in diameter. So LEO systems need lots of satellites (Globalstar has 32, Iridium has 66).

Globalstar is a relatively simple system in which each satellite behaves like a bent pipe, receiving a call from a mobile terminal, and retransmitting it down to one of the system's 24 gateways that connect the satellites to the terrestrial telephone network. Calls can be connected only if the satellite can see the mobile unit and the gateway at the same time, so if you are more than about 1,500 miles from a gateway, you'll be out of Globalstar's coverage.

Iridium uses a larger constellation of lower, faster-flying satellites that are able to pass calls from one to another—even rerouting a call while it is in progress—so it can offer continuous worldwide coverage through just two gateways.

Inmarsat's satellites are in much higher orbits—22,236 miles above



This 14.5-inch-diameter dome from KVH puts big-time communications on even small boats.



Photos courtesy of Sea Tel, Globalstar, and KVH



Globalstar's GSP-1700 offers both voice and data capabilities on the company's expanding satellite system.

Intellian FB150

Intellian makes this compact dome to work with Inmarsat's FleetBroadband system.

the equator. At that altitude, each satellite takes exactly 24 hours to complete an orbit, so it appears to hover in one place. Being so high means that the theoretical footprint of each satellite covers well over 40 percent of the earth's surface. Inmarsat has 11 of them, so the only places that aren't covered by at least two Inmarsat satellites are those within about 1,500 miles of the poles. But getting radio signals to and from a satellite that is 22,000 miles away requires either a lot of power or a highly directional (and accurately targeted) aerial. Inmarsat's latest satellites however, have huge reflector dishes that focus their transmitter power into highly concentrated "spot beams" and collect even the weak signals from handheld phones.

All three systems can handle data too, but for users who have

Iridium OpenPort uses 66 satellites in low earth orbit to combine coverage and quality.

iridium

gotten used to broadband speeds measured in megabits per second (Mbps) at prices we don't have to think about, their performance may come as a disappointment. Inmarsat's FleetBroadband offers a range of Internet services at speeds of up to 432kbps (kilobytes per second) through compact domes that start at about \$5,000 for the 150kbps, FleetBroadband 150 service.

About 20 percent slower but 20 percent less expensive at less than \$10 per MB, Iridium's OpenPort is a close competitor.

For serious Internet junkies or those who want to run their businesses from their boats, VSAT could be the way to go. The initials stand for Very Small Aperture Terminal, but that's a rather unhelpful description of a system that requires a fairly substantial dome. The

key thing about VSAT is that you don't buy airtime. What you pay for is the right to use a particular satellite. Think of it as renting a private parking space for a year rather than buying a ticket to leave your car in a public parking lot for an hour.

VSAT terminals are technically more sophisticated than those used for Inmarsat or satellite TV so prices are relatively high, with typical two-foot domes starting at about \$25,000, and service plans priced at hundreds of dollars per month—but with wide variations depending on the data speed and geographical limits.

A very recent innovation promises to open up VSAT to a whole swath of recreational boaters who would previously have been put off by its price: KVH has introduced a new kind of VSAT and a new way of selling it. Metered VSAT is available through 14-inch domes that retail at around \$15,000 and combine VSAT performance and an always-on Internet connection with only-pay-for-what-you-use pricing with plans starting at \$49 per month including 50MB of data.

And you can do a lot with 50MB: 5,000 e-mails, 150 Web sites, or more than an hour of MPEG music. While we can't yet say that there's something for every need and every budget, the options are definitely improving and may be worth a look. PMY

#### GLOBALSTAR

(877) 452-5782.  
WWW.GLOBALSTAR.COM.

#### INMARSAT

(202) 248-5150.  
WWW.INMARSAT.COM.

#### IRIDIUM

(480) 752-5155.  
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The Bluetooth-enabled IsatPhone Pro from Inmarsat offers voice and data via a high-flying satellite network.



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# What to Watch

KEEPING TABS ON YOUR SHIP'S SYSTEMS HAS NEVER BEEN SO SIMPLE.

TEXT BY **TIM BARTLETT**

# I

I'm sure there are more than a few of us who don't know whether 25 on the oil-pressure gauge is cause for alarm, concern, or celebration—never mind what is normal and what isn't on some of the more obscure instruments. If the exhaust pyrometer is reading 700, is that good or bad?

And yet, for years—decades, even—boatbuilders have been devoting prime helm-station real estate to dials that most of us

seldom look at and few of us understand, while other, more important instruments and controls get relegated to more distant or less accessible parts of the panel.

But now, thanks to several advancing technologies, all that is changing. The latest generation of multifunction instruments (MFIs) are easy to install and have colorful, versatile screens that show information clearly and are simple to configure.

You could, for instance, have a pair of MFIs set up to display navigation information such as a large graphic compass display on one and a rolling road, speed, and time to waypoint on the other. Then when you get to your chosen fishing spot, a press of a button could switch the same instrument to another preconfigured display showing graphs of the water depth and temperature plus digital readouts of wind and boat speed.

Suppose, on your way back, an engine-alarm screamer goes off. No problem: Another press of the “page” key—or whatever your particular manufacturer has chosen to label it—and your two MFIs transform into engine panels, with each one showing as much engine data as a dozen conventional gauges.

The key to all this is the coming-of-age of NMEA 2000, the marine-data networking system that was launched almost exactly ten years ago and now, after getting off to a very slow start, is catching on with boatbuilders and engine manufacturers. Far more closely related to the data-networking systems used in automobiles and trucks and automated industrial processes than to its predecessor (NMEA 0183), the new (or at least newish) system allows many different sensors to feed information into a single network and accommodates many different instruments to display it. (For a more complete explanation of network protocols, see Electronics on page 32.)

So you might have a weather station on the flying bridge, a compass under the saloon sole, all the usual engine- and generator-monitoring sensors in the engine room, and speed and depth transducers in the hull, all connected to a five-core “backbone” cable, less than a half-inch in diameter. Multifunction displays (MFDs) and MFIs can pull information off the network and display it on the flying bridge, lower helm, or pretty

Photo courtesy of Raymarine



Raymarine's i70 puts a larger screen in the same footprint as the company's previous device.





much anywhere else that it is required, all using standard connectors and plugs.

Getting data into a display, of course, is only part of the story: It's no good if you can't read it! Until recently, that was one of the great strengths of traditional engine gauges and one of the great weaknesses of the liquid-crystal displays (LCDs) used for navigation instruments: Traditional gauges are easy to read in daylight, are still legible even in direct sunlight, and need only simple lighting to stay legible in darkness.

LCDs are more complicated. They need more sophisticated back-lighting, usually provided by miniature fluorescent tubes but increasingly, in the latest versions, by light emitting diodes (LEDs). The beauty of LEDs is that they produce a brighter but more easily dimmable display, with better contrast between light and dark. They use less power to do it, and waste less of that power in producing unwanted heat.

But until recently, LCDs have suffered from a number of more intractable problems: reflections, narrow viewing angles, and blackout when viewed through polarized sunglasses. All three have been largely resolved by the use of high-tech films or coatings applied to the screen.

Take the polarized-sunglasses problem, for example. All LCD screens

emit polarized light; it's a fundamental feature of the way they work. Polarized sunglasses will allow polarized light to pass through but only if the light waves are polarized in the same direction as the sunglasses. If the two don't match, the screen looks gray, and if they are 90 degrees apart, the screen may well look like a plain black rectangle. One common way to minimize the problem is to design the LCD screen so that the light emerging from it is polarized at about 45 degrees from vertical. That way the effect won't be too bad regardless of whether your sunglasses are hori-



zontally or vertically polarized. But a newly developed depolarizing film is providing manufacturers with a much better alternative: It scrambles the light emerging from the display back into something very similar to the random polarization of natural light, so it eliminates the effect altogether.

Of course, this still doesn't tell you what your gearbox oil pressure should be. But at least now you'll be able to read what it actually is. PMY



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# The ABCs of

**Y**ou can't put a price on your family's lives." It's a simple sales pitch that is used to sell all kinds of safety equipment from liferafts to flashlights—including some devices that are little better than snake oil. But amongst the acronym-heavy selection of electronics there are a few systems that really could be lifesavers.

Take AIS (Automated Identification System), a communication system through which a ship transmits details of her identity, position, course, speed, and other information every few seconds. Each databurst is in a high-speed code and lasts only a few milliseconds, but it's available to anyone with a suitable receiver. There are many ways of displaying the information. The most popular seems to be to superimpose it on the chart page of a multifunction display, but some VHF radios include an AIS display, and there are also some dedicated single-purpose units.

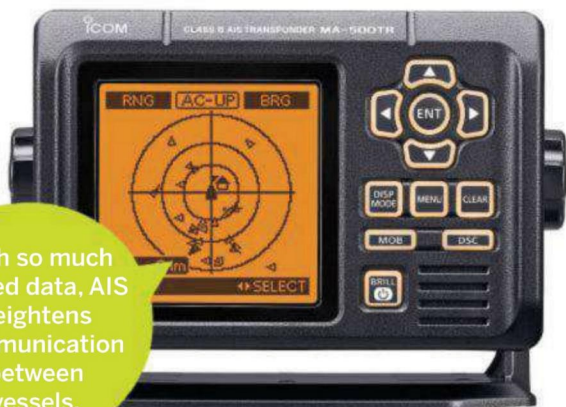
Most commercial ships have been required to transmit AIS data since 2003, but owners of private pleasurecraft can join in if we wish, either using Class A transponders like those used by those ships, or less expensive, lower-powered Class B transponders that are intended specifically for small craft.

The uses of AIS have expanded since it was first introduced: It is now being used to put "virtual buoys" on electronic chart displays and—soon to come—in personal distress beacons for man-overboard and missing-diver situations. Retail prices start at about \$200 for a "black box" receiver and about \$750 for a Class B transponder, which puts your boat on the screen of everyone around you.

And speaking of being in touch with those around you, Digital Selective Calling (DSC) is a function that is built into all current VHF radios, which allows the transmitting and acknowledgement of calls that normally take place on Channels 16 and 9 to be carried out on Channel 70, in a fraction of the time and without disturbing everyone else in the vicinity.

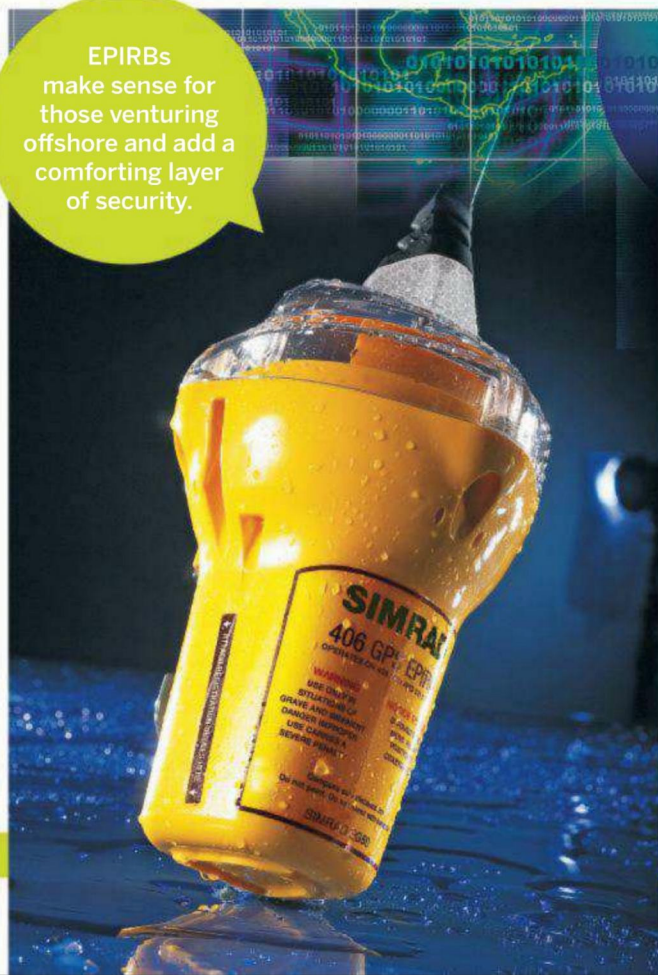
Simplified routine calls are nice, but DSC radios also have a "panic button" protected by a spring-loaded cover. If you are ever in a life-threatening distress situation, press that button for five seconds and your radio transmits an automated distress call to every other DSC radio within range, complete with your position. DSC basically puts your data in the hands of those best able to offer timely assistance.

One problem: The radio can't do that on its own! Before it can make that call, send a distress message, or tag messages with your position, it needs to have your boat's maritime mobile service identity (MMSI) number stored in its memory, and it needs to be connected to a GPS.



With so much shared data, AIS heightens communication between vessels.

EPIRBs make sense for those venturing offshore and add a comforting layer of security.





# Safety

THERE'S A LOAD OF PROTECTION AVAILABLE IN THIS ALPHABET SOUP OF ELECTRONICS, AND AT AN AFFORDABLE PRICE.

TEXT BY **TIM BARTLETT**



Connect a DSC VHF to a GPS, and don't forget the MMSI.

For a solution, go to [www.boatus.com/mmsi](http://www.boatus.com/mmsi) to register for a free U.S.-only MMSI number or to <http://wireless.fcc.gov/services/index.htm> and click on Ship Radio Stations to find out how to register for an international MMSI number. Retail prices start at around \$100 for a DSC radio, and, as I mentioned, a U.S. MMSI number is free.

So what if you've derived enough confidence from all this equipment to take on a bluewater passage? Then you'll want to also bring along an Emergency Position Indicating Radio Beacon (EPIRB) or maybe a Personal Locator Beacon (PLB). These very small, very specialized satellite communicators can only transmit one message—a half-second burst of digital code giving their own unique registration number—repeated every 50 seconds. EPIRBs are larger and have longer battery life than cell-phone-sized PLBs.

In both cases, the idea is that transmissions will be picked up by one of a constellation of fast-moving, low-flying COSPAS-SARSAT satellites. By analyzing the way the EPIRB signal appears to change frequency as it flies past, the satellite can calculate where it is coming from and download that information to search-and-rescue authorities ashore. In the time since the devices have found wide use, it has not been a very accurate process, nor is it instantaneous: It may take a couple of hours to relay a position that is only accurate to a couple of miles.

But both drawbacks are being overcome by the latest generation of EPIRBs and satellites, which can often achieve a pinpoint position, relayed within a matter of minutes. It will take the “search” out of “search and rescue,” and enhance a worldwide safety net that, even with its limitations, helped rescue nearly 2,500 people last year. Retail prices start at about \$250 for a PLB and about \$700 for an EPIRB, although the latter are available for rent for long passages.

Part of being safe is being seen and not only when you want to be rescued. Being seen helps you avoid getting run over. Ever since ships started using radar, recreational boaters have worried about how to make themselves more visible. Marine radar works by transmitting very short pulses of microwave energy and listening for the echoes that bounce back from solid objects—so the obvious way to make yourself more visible is by modifying your boat to reflect more energy. That's the



An RTE augments radar reflections and helps assure your boat gets seen in low-visibility, high-traffic conditions.

principle of radar reflectors, but an active Radar Target Enhancer (RTE) is a modern alternative that works by electronically copying the incoming pulse and retransmitting it. Prices start at about \$600, but an RTE is much more powerful and much more consistent than a passive reflector: It virtually guarantees that you will be seen by any watchkeeper who is looking at his radar.

How much or how little of this equipment you should carry is obviously up to you. But given the moderate prices, it's difficult to argue against the better-safe-than-sorry strategy. And if you did buy some or all of it, the odds are you'd never actually use any of it. But as insurance goes, these electronics are nothing short of a bargain. **PMY**





Photos courtesy of Cruisers Yachts

That extended swim platform is the perfect place to kick off your dive gear or carry your favorite water toy, particularly when you're



# A Good Running Game

THE CRUISERS 41 CANTIUS EXEMPLIFIES TRADITIONAL AMERICAN VALUES, AND SHE'S A PLEASURE TO RUN.

TEXT BY KEVIN KOENIG



surrounded by the beautiful Bay of Green Bay. Best of all, the platform quickly converts to an alfresco bar, complete with stools.





**Top:** Those panoramic windows create a bright and cheery helm area. **Above:** The generous headroom in the master is a highlight.



**G**reen Bay, Wisconsin, is a city with a population hovering just above 100,000, though I'd guess that number at least doubled this football season when the New Orleans Saints came to town to play the world-champion Packers in the NFL opener. The city was inundated with rabid football fans who were willing to chop off their left pinkie for a sideline pass and would happily wash quarterback Aaron Rodgers's feet with their hair. And believe it or not, I was the only

person in town who was there by accident.

Due to rolling rainstorms and overbooked regional flights, my air travel got screwed around, and I ended up getting into town a day later than I'd originally planned—game day. That was no problem though, because of all those people, I was the only one who got to test the Cruisers 41 Cantius, which was docked just a bit north up in Oconto.

Cruisers is that rarest of phenomena: a small-town American-owned company that holds dear its own way of doing business and still remains successful. (It sold more than 130 boats last year). For example, workers get into their clean and well-laid-out factory at 5 a.m. every workday, and most clear out by 3:30 p.m. The reason? A lot of them have families, and they want to get out early to be home with their kids. How many 270-employee-strong companies do you know that would abide by that policy?

Cruisers may be onto something though, because happy employees tend to turn out exemplary products, and the 41 Cantius I tested on Green Bay was no slouch by any stretch. The first thing I noticed was her strikingly sleek profile. However, that low-slung roof is not simply an aesthetic choice. While it certainly cuts a clean line, the profile has a certain duality of purpose that would resurface throughout the boat. In this case the low roof is easier to wash down after a cruise. Then there's her high-end, high-tech Imedge gelcoat, a standard feature on all Cruisers, that made her shine brighter than a backup quarterback's helmet on opening day.

But I'm getting ahead of myself. The reason you'll buy this boat is not because of her profile, however lovely, or the ease with which she cleans up. It's the way she runs. Shoving off from a quaint little dock in a quaint little town on a clear and bright late-summer day, I really wasn't expecting the Cantius to enthrall me quite the way she did out on the water. She ran plenty fast, sure. Her twin 370-hp Volvo Penta D6 diesels boosted her up to 41 mph on the pins, which was certainly enough to blow back the hair on my head. But more remarkable was her exceptional responsiveness. An odd word to describe a boat popped into my head as I was running her through her S-turns and hard-overs: eager. The Cantius responds to a driver's commands like a sheepdog responds to its master's voice.



## The Basics

### Standard equipment:

Volvo Penta electronic controls; Volvo Penta electronic steering; transom boarding gate; bottom paint; Imedge gelcoat; cockpit shower; hardtop w/ electric sun-roof; swim platform w/ boarding ladder; exhaust fan in head; 120-volt microwave oven; 11-gal. water heater; Vitrifrigo refrigerator/freezer; Seaward two-burner electric stove; electric

airhorn; remote spotlight; cherry-veneer interior package; cedar-lined hanging lockers; linens; 44,000-Btu reverse-cycle heat/AC; 3/fire extinguishers; MP3 input port; 2/cockpit speakers w/ 10" subwoofer; 22" Sony LCD TV in saloon

### Optional equipment

**on test boat:** blue hull paint; 120-volt central vacuum system; 2/22" Sony LCD TVs/DVD

players; Algae-X fuel-conditioning system; stainless steel anchor; anchor and cockpit washdowns; Force 10 electric grill in cockpit; 120-volt fridge/ice-maker; teak decking; underwater lights

**Optional power:** various Volvo gasoline and diesel IPS and stern drive packages

**Base price:** \$663,370

**Above:** The galley too enjoys exceptional natural light, gained from the windshield.





The Volvo controls and steering were effortlessly smooth as the boat shot this way and that across the glass-calm lake with a pleasing serenity, even at top speed. Even more remarkable was the about-face she did at 35 mph. When I put her hardover, she completed the half-pirouette in less than two boat lengths. In truth, she felt more like a runabout than a boat with a 42'8" LOA. She did come down off a wake with what I thought was a bit of a jounce, but that was probably more a function of the steepness of the wake than anything else. Another criticism—and I had to look hard for them—was the 80-decibel reading at the helm at WOT, which is a touch higher than comparable boats I've tested. It's certainly not jackhammer loud, but it is loud enough to wake the baby. Nevertheless, as we pulled back into the docks I couldn't help but be disappointed that my time at the

helm had come to an end.

The Cantius's onboard highlights are myriad. Chief among them is the convertible swim platform. That's right, convertible. The chunky piece of teak and fiberglass serves not only as an ample headquarters for water-related activities but also easily morphs into a miniature alfresco bar via two stools that stow in the transom and secure firmly into the platform. I have to say, it's a pretty creative way to amplify the usable entertaining space onboard.

The saloon-helm area is another one of the 41's strengths, mostly due to the fact that buckets of natural light illuminate it. A large electric sunroof peels back from the aggressively raked windshield to expose nearly the entire area to the sun's vitamin D. At the same time windows almost fully encircle the deck, with very little tapering as they move aft, making the views from the saloon area outstanding on all sides.

Below, on the accommodations deck, that slicked-back windshield manages to bathe the amidships galley in sunlight, which is a plus I'm sure if you're in the mood for whipping up some pan-fried Great Lake-caught walleye with a side of beer cheese soup. (Word to the wise: No matter what the locals tell you, beer cheese soup is not a light dish.) The forepeak master is notable for its volume. It's not laden with multi-height steps as many such state-rooms in this class are wont to be, and it's got plenty of headroom—to the tune of almost seven feet at the foot of the queen-size berth. There's a spacious en suite guest cabin aft, which like the swim platform and sleek profile, serves double duty. Removable panels in the

walls surrounding the twin berths cover all of the boat's electrical systems, as well as two air conditioning units, the central vacuum system, shower mixers, and more, effectively turning the cabin into a de facto control room. It's an innovative design detail that saves boatloads of space onboard and one which is indicative of the 41: a creatively laid-out sport cruiser that ran well enough to dominate Green Bay. Which is more than I can say for the Saints. I caught a connecting flight home on a plane full of their deflated fans. PMY

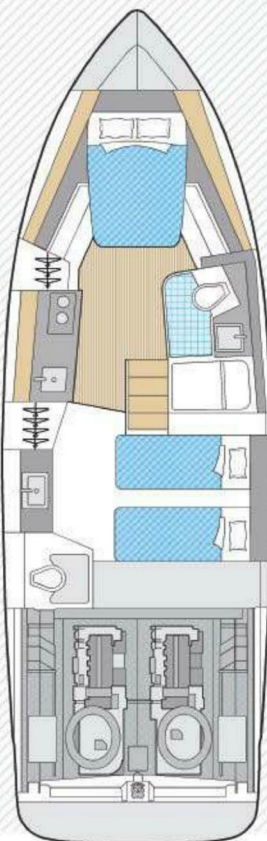
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**Above:** The 41 Cantius is fast (nearly 41 mph), agile, and responsive, which gives her driver an undeniable sense of precise control.





## PMY's Numbers | Cruisers Yachts 41 Cantius

rpm	mph	knots	gph	mpg	nmpg	range	nm range	db	angle
1000	7.5	6.5	2.2	3.41	2.96	920	800	65	0.5
1500	9.1	7.9	6.7	1.36	1.18	367	319	68	2.5
2000	12.1	10.5	15.0	0.81	0.70	218	189	75	5.0
2500	18.7	16.3	23.0	0.81	0.71	220	191	75	7.0
3000	31.2	27.1	27.0	1.16	1.00	312	271	78	4.0
3560	40.9	35.6	40.0	1.02	0.89	276	240	80	3.5

### vitals

#### Propulsion:

2/370-hp Volvo Penta D6 diesel stern drives; Volvo Penta marine gears w/ 1.68:1 ratio; Volvo DPH G4 propset

#### LOA x Beam:

42'8"x13'0"

#### Draft:

3'9"

#### Weight (dry):

24,000 lbs.

**Fuel:** 300 gal.

**Water:** 75 gal.

#### Std. power:

2/400-hp Volvo Penta 550G IPS gasoline pod drives

**Cabins:** 1 master, 1 guest

#### Price as tested:

Not available

#### Conditions:

**temp:** 71°F; **humidity:** 59%; **wind:** variable, light; **seas:** 0'; **load:** 300 gal. fuel, 75 gal. water, 2 persons, 50 lbs. gear; **Speeds** are

two-way averages measured w/ Volvo Penta display. **GPH** taken via Volvo electronics. **Range** 90% of advertised fuel capacity.

**Decibels** measured on A scale. 65 dB-A is the level of normal conversation.

**Above:** Large windows afford good sightlines. **Note:** Deck plan at right shows IPS configuration.





# Next Generation

TEXT BY ALAN HARPER

WE TEST THE STONE-AGE MANHATTAN 53 WITHIN SIGHT OF ENGLAND'S STONE-AGE COAST.



Our Manhattan 53 on test day in her home waters, not far from Poole, England. In the background, the white cliffs of Dorset's famous





Photos courtesy of Sunseeker

Jurassic Coast. In the foreground, the steep three- to six-foot seas that gave her deep-V hull form a thorough workout.





**Top:** Long and bright, the Manhattan's spacious main deck. **Above:** The amidships master is roomy and offers lots of natural light.



**T**his year's Southampton boat show was breezy and damp, as it often is. If you wanted to guarantee unreliable weather for an outdoor event, you couldn't do better than to choose the period of the fall equinox, when the predicted path of Atlantic low-pressure systems exactly coincides with the latitude of southern England.

But actually it wasn't until the following week that the weather really broke, as a scudding armada of ragged clouds bore in from the Atlantic, escorting an army of steep, cresting seas. This was the week of our test of Sunseeker's new Manhattan 53. It was October. It looked like

February. If recent summers are typical, it could easily have been June. Launched simultaneously at both the Southampton show and its concurrent and somewhat balmy counterpart in Cannes, the British shipyard's latest middleweight contender succeeds the popular Manhattan 52, of which more than 50 were built. That's a hard act to follow, but by adding a little hull length and a couple of inches of beam—plus some not unimpressive sleight of hand in the interior design—Sunseeker has produced a boat that not only looks cooler and more modern but actually feels significantly larger.

Like its predecessor, the 53 is a three-cabin boat with two heads.

The layout both on the main deck and down below now relies much more on straight edges and right angles, which is far more space-efficient than the curvaceous shapes they replace. It's obvious as soon as you step aboard. The new dinette is up on the helm deck, so the saloon and cockpit—all on one level, thanks to a deep, grated scupper across the threshold—can now merge seamlessly into one entertaining space, with the longitudinal sideboard, straight sofa, and small coffee table inside communicating sociably with the cockpit seating and sunpad.

Straightening out the forward companionway has also created a lot of extra space for the galley, which has a big, broad, practical worktop, a full-height fridge-freezer, no fewer than 13 drawers and lockers, and plenty of light thanks to the windscreen high overhead.

The 53's extra hull length shows its best advantage in the third cabin, which has full-size berths rather than bunks, along with good headroom and useful floor space. Up forward, the VIP has been less radically redesigned, but like the twin-berth it too benefits from the extra length of hull, with a slightly larger head compartment and more floor area. And with its large hull windows and opening ports, the full-beam master suite, amidships, now features a more symmetrical layout to maximize its sole area, while the extra hull length has been invested along the port side in a larger head compartment.

The guest cabins, especially the twin-berth, lack stowage space. There is a big lazarette available in the stern, however—fitted out on this 53 as the optional crew cabin—useful for stowing cruising gear.



## The Basics

### Standard equipment:

electro-hydraulic steering; ZF electronic controls; Lewmar 2kW windlass; hydraulic swim platform; teak-laid cockpit, platform, and steps; 13kW genset; A/C; wine cooler; fridge-freezer; 3-burner ceramic cooktop; combination microwave; cutlery; crockery; LCD TVs in saloon and

all cabins; electric bow thruster; water heater; autopilot; radar; VHF; speed/depth gauge

### Optional equipment on test boat:

crew cabin; hydraulic bow and stern thrusters; black American walnut joinery; electronics upgrade; 40" saloon TV upgrade; bow windlass

upgrade; 2/stern windlasses; electro-hydraulic gangway; ZF JMS joystick control system; bimini top

### Optional power:

2/800-hp MAN R6-800 diesels

### Base price:

On request

**Above:** The 53's practical and well-equipped galley offers plenty of stowage space.





Various interior schemes are available, but our test boat (the third off the line) was finished in an attractive and contrast-laden confection of white lacquer, cream vinyl, and dark American-walnut veneer, which complemented the Modernist rigor of its flat planes and right angles. As an interior, it's a class act—a superyacht look translated into a family cruising boat.

With a hydraulic aft platform fitted as standard and intended as the main tender stowage point, the flying bridge is given over in its entirety to the 53's owner and guests, with plenty of seating and a big table for alfresco feasts. There is also space for sunbathers on the port side, where the helmsman can keep an eye on them.

I couldn't help but notice a disappointing lack of swimsuit-clad supermodels up here on the day of our sea trial. I wondered how I had managed to end up testing the Southampton show boat rather than the one in Cannes. But there were compensations: Our Manhattan 53 was cruising in her home waters, off the white chalk cliffs of Dorset's famous Jurassic Coast. This a highlight of one of the U.K.'s classic cruising areas, an unmistakable landmark for navigators whether they are making for the tranquillity of Poole Harbour or marking their progress on the longer haul between the Solent and the West Country.

And we had classic British cruising weather: steep seas, a stiff breeze, and low, gray clouds. Summer here is so legendarily unreliable that cruising folk learn simply to get on with it—make the best speed they can through inclement conditions in the knowledge that in a few more miles, or a few more hours, they'll be secure in that picturesque Cornish harbor, and the holiday can begin.

Although conditions looked distinctly uninviting—and a million miles from the Baie de Cannes—this was precisely what British cruising boats are designed for. Our Manhattan seemed to know that, shouldering the seas aside as we headed seawards past the iconic chalk stack known as Old Harry, raising great sheets of spray that descended with a kind of epic inevitability over the flying bridge. Downwind the Manhattan tracked like a steeplechaser, burying its fine forward sections in the backs of the waves and slicing through them with barely a finger's pressure needed on the helm.

We did encounter some rudder stall during hard turns to starboard. Sunseeker says it's a problem specific to this boat—which, loaded with extras, is slightly heavier than other 53s—and the engineers are confident they can solve it with a few minor modifications.

Heading back upwind after an exhilarating run, the 53 was really able to display its offshore heritage. The waves were five to six feet, steep, and occasionally breaking, but we were able to maintain a steady 18 to 20 knots into the teeth of what now felt like half a gale, picking our way easily between the bigger ones. Not a drop of spray came aboard.

As the white cliffs drew nearer, and with them the promise of shelter, it felt like the end of a cruise—a typically boisterous, British cruise—but I wasn't sure that I wanted it to end. PMY

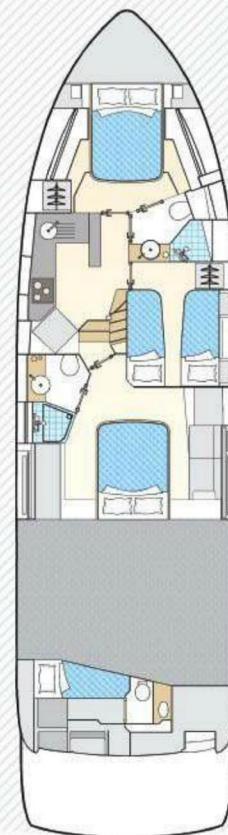
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**Above:** The seats at the lower helm are stylish and very comfortable, however I would like them even more if they were adjustable.





## PMY's Numbers | Sunseeker Manhattan 53

rpm	mph	knots	gph	mpg	nmpg	range	nm range	db	angle
600	7.0	6.1	4.2	1.67	1.45	872	757	62	—
1000	10.2	8.9	11.1	0.92	0.80	480	418	62	—
1250	11.4	9.9	20.6	0.55	0.48	287	251	65	—
1500	14.8	12.9	32.2	0.46	0.40	240	209	69	—
1750	23.1	20.1	42.3	0.55	0.47	287	245	69	—
2000	30.1	26.2	51.2	0.59	0.51	308	266	79	—
2250	35.2	30.6	71.6	0.49	0.43	256	224	83	—
2350	36.8	32.0	79.8	0.46	0.40	240	209	81	—

## vitals

### Propulsion:

2/800-hp MAN R6; ZF 325-1A reduction gears, 2.037:1; 38.8x28 5-blade nibrall props

### LOA x Beam:

64'5" x 17'5"

### Draft:

5'2"

### Weight (half

load): 60,389 lbs.

**Fuel:** 580 gal.

**Water:** 165 gal.

### Std. power:

2/715-hp Caterpillar C12 ACERT

### Cabins:

1 master, 1 VIP, 1 guest, 1 crew

### Price as tested:

\$1,286,180

### Conditions:

**air temp:** 63°F; **sea temp:** 57°F; **humidity:** 80%; **air pressure:** 1,020 mb; **seas:** 5-6'; **load:** 290 gal. fuel, 95 gal. water, 4 persons, 100 lbs. gear; **Speeds** are

two-way averages measured w/ onboard GPS. **GPH** taken via MTU display. **Range** 90% of advertised fuel capacity. **Decibels** measured on A scale. 65 dB-A is the level of normal conversation.

**Above:** The Manhattan 53's engine room doesn't have a lot of space, but it's well organized.



# Pure Imagination

TEXT BY ALAN HARPER  
PHOTOS BY MARC PARIS AND KLAUS STEMIER

AMELS' LIMITED EDITIONS COMBINE THE DELIVERY TIME OF SEMICUSTOM YACHTS WITH CUSTOM-YACHT INDIVIDUALITY.









P

uerto Andratx, on Mallorca's southwest coast, is a quiet haven with a yacht marina, a cluster of small-craft moorings, and a few restaurants and bars lining a low-rise waterfront. Set between two steep limestone bluffs, the entrance is straightforward for the navigator, but once inside, the harbor gets shallow and rocky in places. It is one of the better-kept secrets on the largest of Spain's Balearic Islands—handy for Palma and the airport but sufficiently off the beaten track to provide a discreet island base for those in the know.

One morning last spring, this sleepy Balearic bolthole awoke to find a new visitor lying at anchor just beyond the place where sandy turquoise sinks into a deeper blue. Drawing nearly 13 feet and measuring more than 200 feet in length, *Imagine* is not the sort of yacht that often pokes her nose inside the breakwater, and she wasn't stopping for long. From a side door in her hull side, James Bond-style, a RIB was launched onto the swell, her guests were collected with quiet efficiency from the harbor's concrete quay, and the anchor chain began clicking back up the hawse.

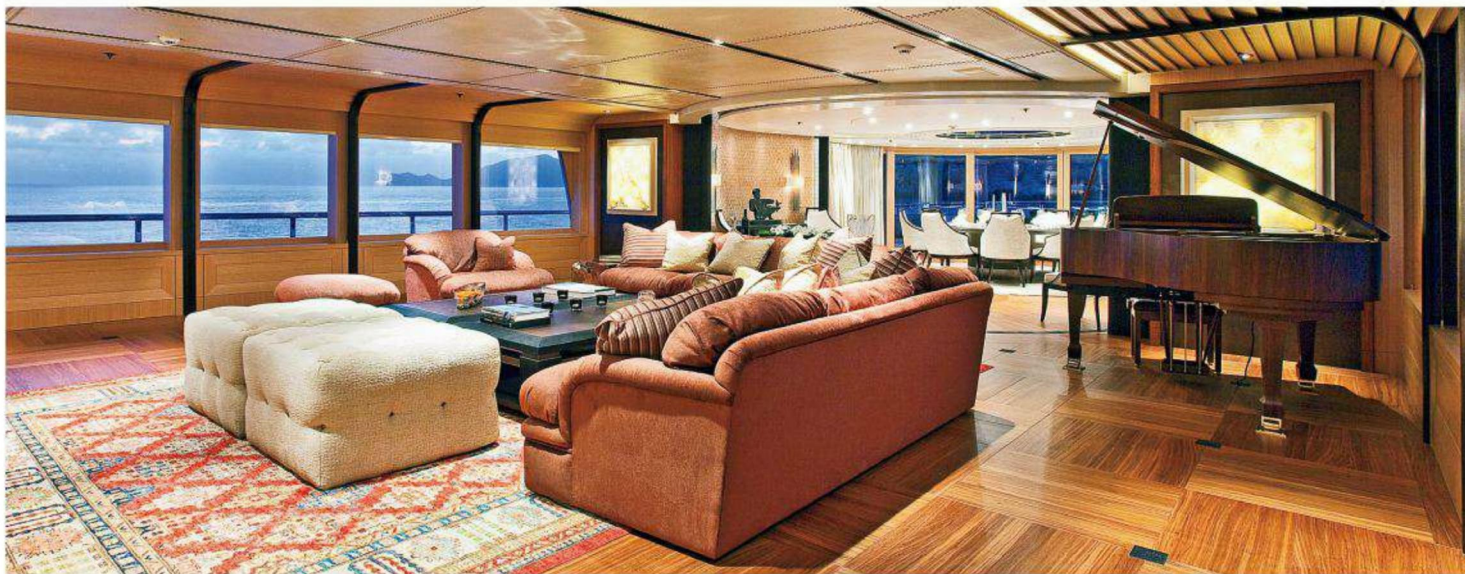
Her four decks towering above the water, with seven guest cabins and accommodations for 19 crew, the brand-new yacht made an imposing sight. This was her first public appearance—her owners had yet to take formal possession—and Capt. Grahame Shorrocks, an Englishman with more than 25 years' experience in high-end yachting, welcomed his guests aboard.

Built by Amels in Holland and recently arrived in the Med for the summer season, *Imagine* is the latest in the shipyard's Limited Editions series. She may have all the presence of a one-off superyacht, with her quietly muscular Tim Heywood styling and coolly opulent Andrew Winch interior, but to a surprising extent she's an off-the-peg creation—a floating paradigm of palatial *prêt-à-porter*.

Amels launched its Limited Editions (LE) concept with a 171-foot design in 2004. Against all reason, the shipyard begins construction of each new yacht before the buyer is found, and in the case of a new model, will even commission designers and publish brochures showing suggested interior schemes. It seems incredible, but so far the shipyard has launched ten LE yachts and has another eight under construction. The 171 evolved into a 177, and *Imagine* is the first of the 212s to hit the water. There are also 194- and 242-foot designs in the series.

## Specifications

<b>Construction:</b>	Steel and aluminum
<b>Classification:</b>	Lloyd's 100A1 SSC Yacht Mono
<b>Fuel capacity:</b>	40,947 gal.
<b>Water capacity:</b>	10,039 gal.
<b>Engines:</b>	2/2,682-hp Caterpillar 3516B diesel inboards
<b>Gensets:</b>	Caterpillar
<b>Watermakers:</b>	Hydromar
<b>Windlass:</b>	Steen
<b>Air conditioning:</b>	Heinen & Hopman
<b>Exterior design:</b>	Tim Heywood
<b>Interior design:</b>	Andrew Winch
<b>Naval architecture:</b>	Amels



**Top:** *Imagine*'s main saloon, looking aft down the starboard side, features a baby grand piano and Andrew Winch's eye-catching design.



So far, each yacht has found its customer well before completion. "It can save the buyer up to two years," says Amels' Victor Caminada. "Our philosophy is to have a standardized platform using many of the same components. Ducting and pipework are centralized as much as possible to ensure we have layout flexibility when the owner arrives. And compared with a full custom build at a yard of comparable pedigree, the buyer will pay roughly 30 percent less." It's not just plumbing and air conditioning that is centralized:

*Imagine's* entertainment system is installed in a discrete compartment on her tank deck.

Her keel was laid in 2008, and the yacht's two joint owners came in pretty soon afterward, according to Caminada. At this stage Amels would have been perfectly willing to make major changes to the suggested designs, both inside and out, but the customers were clearly impressed by the work of Winch and Heywood.

"Very few changes were requested," Caminada explains. "If you

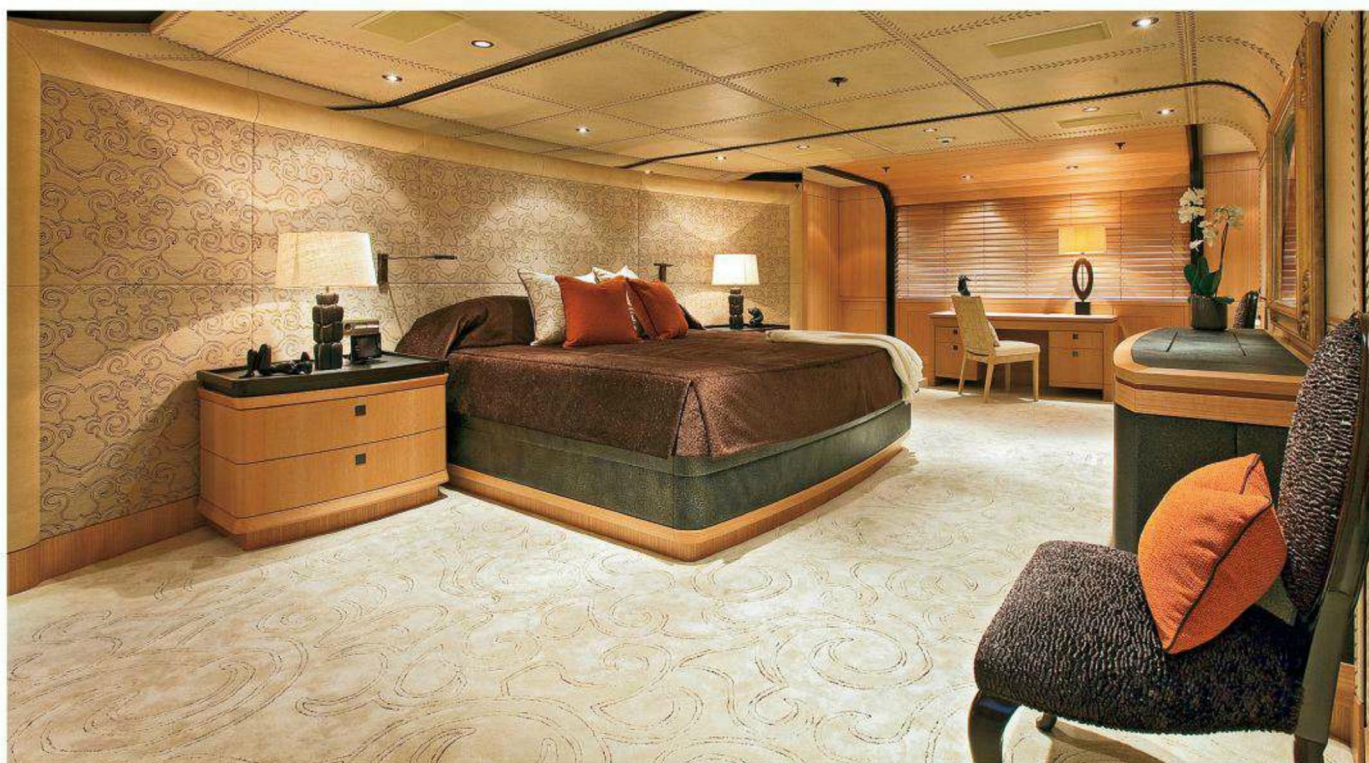


**Top left:** The round main dining table. **Top right:** The entrance lobby, with staircase and elevator. **Above:** *Imagine's* private skylounge.









look at the Winch designs in the original 212 brochure and compare that interior with *Imagine*, you can see they are broadly the same.”

The décor is a cleverly understated mix of surfaces and finishes, which range from brushed copper and chiseled limestone to satin-varnished jatoba hardwood, eucalyptus veneer, teak, onyx, and mother-of-pearl. The yacht's layout is centered on a spiral staircase dead amidships and its attendant glass-walled elevator, which both link all five decks. Look at the aerial photos and you'll see the circular glass panel over the stairwell, which transmits daylight through the yacht all the way down to the tank deck. There is a separate crew staircase forward.

*Imagine's* substantial beam is seen to excellent effect in the guest entertaining areas, on both the main and bridge decks. A baby grand piano in the saloon is a pretty ocean-liner touch, and the expanding round dining table sits just inside a spectacular set of semicircular glass cockpit doors. There are two alternative dining venues: the rectangular table on the upper deck, sheltered by the long overhang of the touch-and-go helipad and the alfresco oval table on the sundeck.

But it is the owner's suite on the main deck where *Imagine's* beam is best appreciated. It is reached down the starboard side via the “collector's corridor” and a circular lobby, and it has a separate office and dressing room, twin matching bathrooms, and a superb sleeping area, with windows on each side, that measures more than 30 feet across.

Two lucky couples among the guests can claim the prize VIP suites on the upper deck, which are rather long and thin but offer



**Left:** Chiseled limestone tiles line the central staircase that links all five decks. **Above:** The main-deck owner's stateroom and TV lounge.





**Top:** With its hot tub, sunpads, gym, wet-foot bar, and jet-pumped swimming pool, the sundeck can be as active or relaxed as you are.



fantastic views from their elevated vantage points and have full-height opening windows. The remaining four guest cabins are down below: two doubles and two twins, each roomy and well appointed and also benefiting from big, bright windows. There shouldn't be any complaints.

Designed for the charter market and available through Fraser, *Imagine's* owners have provided plenty of active entertainment for guests, from the swimming pool up top (with a bar, for those whose holidays must involve rest as well as recreation) to the fully equipped watersports garage aft, with its RIB, limo tender, and PWCs. Just forward sits the engine room, two decks high: a polished white temple dedicated to quality engineering. The huge pair of 69-liter Caterpillar diesels would look pretty big just about anywhere else, but here they look just right.

And up to now they have earned their keep. In fact her captain characterized *Imagine* so far as pretty flawless, with a remarkably small "snag list" of just five minor items to be sorted out by the shipyard prior to handover and a trouble-free trip south from Holland to the Mediterranean.

"We had a few days of bad weather, including 40-knot winds and 2 1/2 meter [8-foot] seas off Cape Finisterre," says Shorrocks. He was full of praise for *Imagine's* abilities as a sea boat and singled out the automatic four-fin Quantum stabilizers in particular: "There's no more trying to tune the stabilizers for following seas and different conditions," he said. "You can't tune it better than it tunes itself."

Watched over by the old icon of St. Nicholas on the wheelhouse bulkhead, they repaired to La Corunna to let the gale blow itself out before continuing to Gibraltar, arriving after 6 1/2 days at sea. Her captain was in no doubt about his yacht's performance: "She was fantastic," he said.

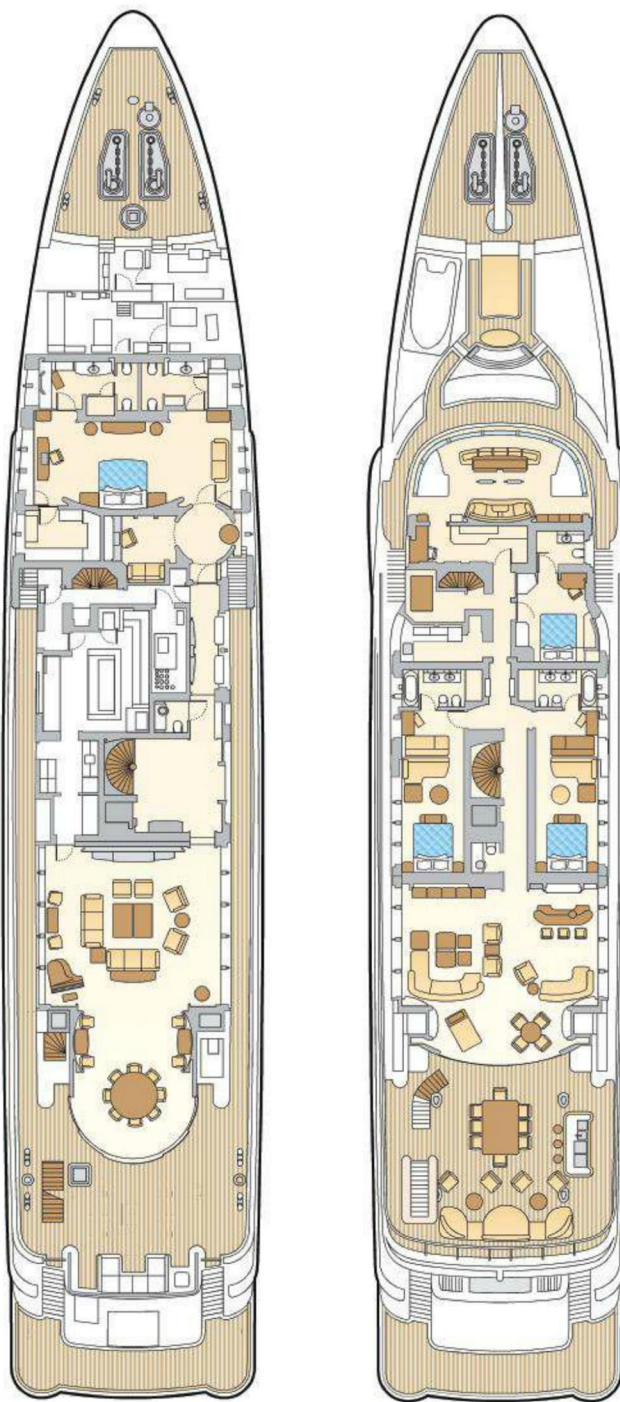
And with that, it was back to business. The chain was up, the anchor stowed, and *Imagine's* bow swung gently to face the sea. Big props churned a straight white wake and she began to gather speed. Behind, the island receded and the entrance to Puerto Andratx hid itself again among the hills. Ahead was the horizon, the season, and the whole new life of a beautiful yacht. *Imagine* that. PMY

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#### NEED TO KNOW

AMELS  
IMAGINE

**LOA:** 215'0"

**BEAM:** 39'0"

**DRAFT:** 12'7"

**SPEED:** 17 knots

**STD. POWER:**

2/2,682-hp Caterpillar  
3516B diesel inboards

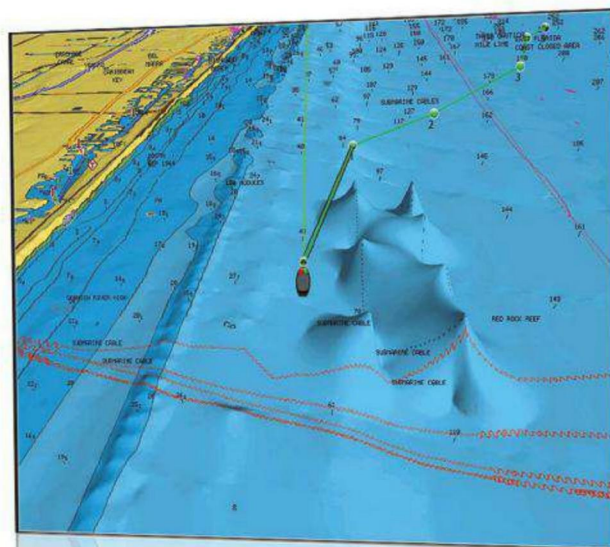
**ACCOMMODATIONS:**

master, 2 VIP, 4 guests

**Opposite:** *Imagine's* comfortable and spacious main cockpit, with the lights of Puerto Andratx just coming on as dusk falls over Mallorca.



# Geonav® DualFuel™ Autorouting



Owners of Geonav® G12 and G10 Multi-Function Displays (MFDs) now have a new exclusive feature that will make routing faster and easier.

DualFuel™ Autorouting provides the safest and quickest recommended course based on vessel parameters and chart data. Simply choose a destination end point on the G12 or G10 display and DualFuel Autorouting creates the route on the chart.

This feature is in addition to Geonav's 2Touch™ Navigation that allows boaters to make a simple route from point A to point B and then lets the Autopilot take over. Autorouting is designed for longer or complex routes where there are multiple waypoints based on coastline, depth, or environmental concerns.

The course can be automatically followed using Geonav's GSC 110 Autopilot or by manual steering.

DualFuel Autorouting uses proprietary algorithms to create an accurate and detailed route. Users choose either a Navionics® or C-MAP® by Jeppesen® chart, and then mark the end point of a desired voyage. The recommended route will quickly and automatically be displayed directly on the chart. The route can be easily edited to adjust for specific plans or situations.

DualFuel Autorouting will be available on all 2012 Geonav G12 and G10 models. Current Geonav MFD owners will be able to visit [www.geonavmarine.com](http://www.geonavmarine.com) and download a free software upgrade.



Geonav

For more information, please visit:

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# Simrad NSS Sport



The Simrad NSS Sport's feature-packed, touch-screen, multi-function display provides boaters with the perfect combination of control options. Delivering maximum ease of use, the NSS Sport's Touch Sensible™ technology provides quick and efficient access to information boaters need, and its combination of touch-screen, keypad and a Simrad-Yachting signature rotary-control knob enable users to remain in complete control in any boating situation. Operation is fast, responsive, and most of all, easy to learn with the NSS Sport's new intuitive icon-driven menu system.

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award-winning BSM-2 sounder with CHIRP-technology, 4G Broadband Radar™, StructureScan™ Sonar Imaging, SonicHub™ marine audio server and WM-2 SIRIUS® satellite weather/radio module. The NSS networks with Simrad NSO and NSE multifunction displays, allowing boaters to install multiple Simrad NS systems throughout their boats and share data across the network. It is pre-loaded with Insight USA™ inland and coastal cartography, and is compatible with the complete range of Navionics marine and HotMaps lake charts.

The NSS Sport is waterproof to the IPx7 standard and is backed by Simrad Yachting's comprehensive Advantage Service program.



**Simrad Yachting**

**For more information, please visit:**  
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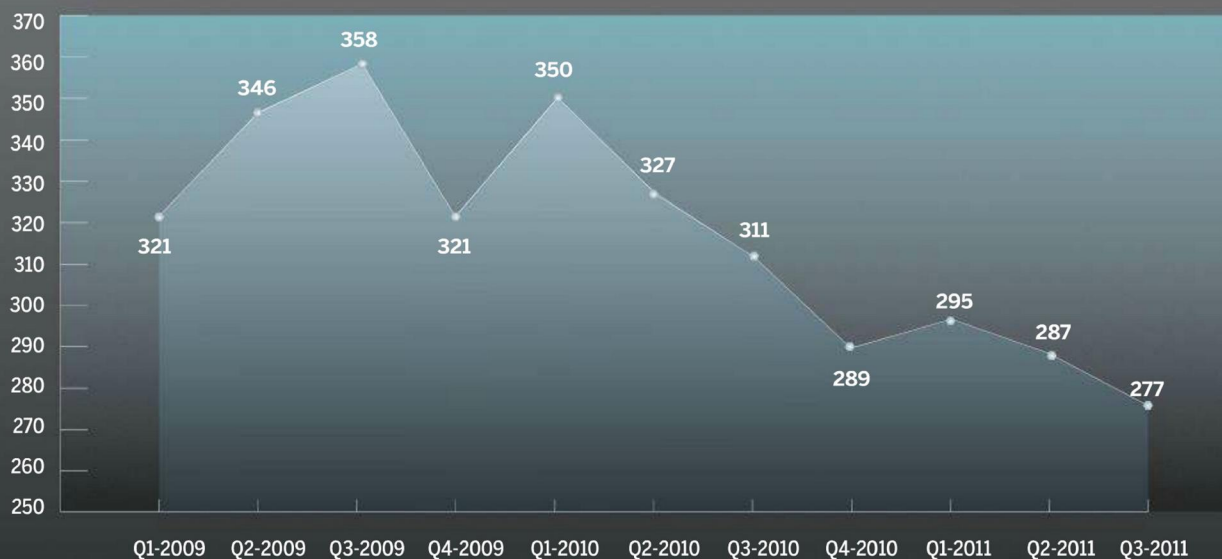


# BROKERAGE

BREAKING OUT THE LATEST BOAT-SALES DATA FROM YACHT COUNCIL.

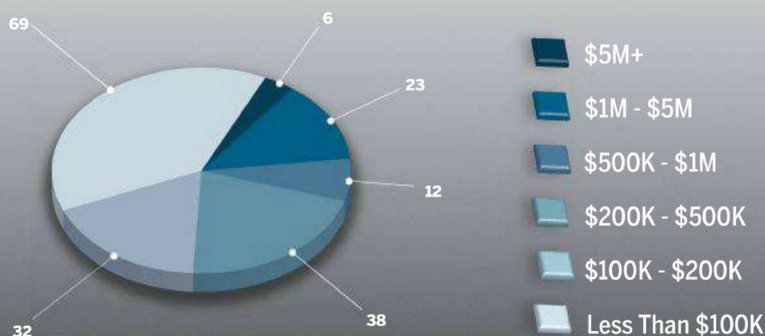
TEXT BY JASON Y. WOOD

## Is Now the Time to Buy?



AVERAGE DAYS ON MARKET FOR SOLD BOATS OVER THE LAST 11 QUARTERS

Time on market is a gradually changing indicator. Though moving in the right direction, it varies by market segment. "Motoryachts have been more sought after than convertibles," says Tom Horvath, a sales executive with Allied Marine/Ferretti Group in Fort Lauderdale, Florida. "Motoryachts and express cruisers are more in demand to sell right now."



BOATS SOLD BY PRICE FOR OCTOBER 2011

"All boats are selling if the price is right," Horvath says. "Some sellers are willing to bite the bullet and go ahead and take a lower price, especially if they're looking at a larger boat, because they know they'll get it back on the purchase."



**SOLD!**

### ODD Man Blue

This 2005 Bertram 51 convertible sportfisherman is powered by a pair of 1,360-hp MAN diesels that push her to a top speed of 37 knots. She sold on October 4, 2011.

Photo courtesy of Allied Marine



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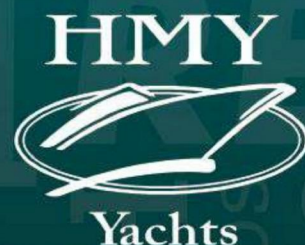


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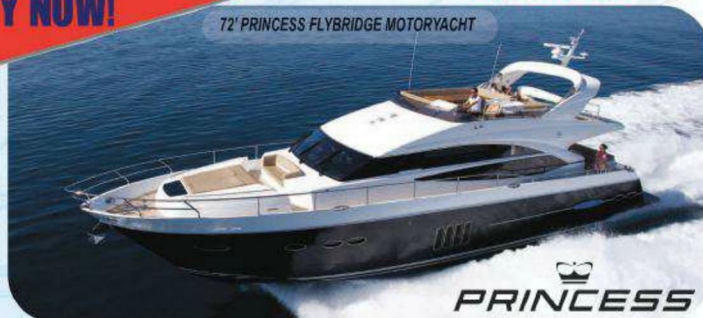
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**PRINCESS**

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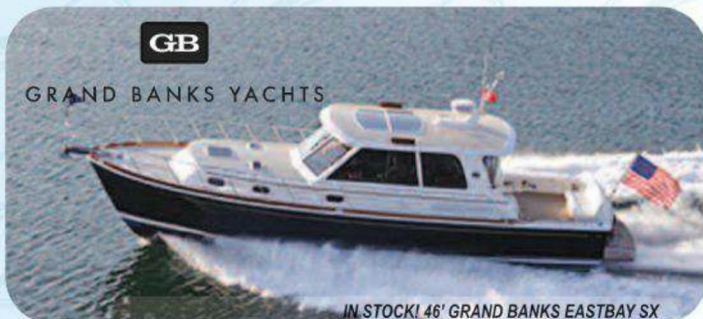
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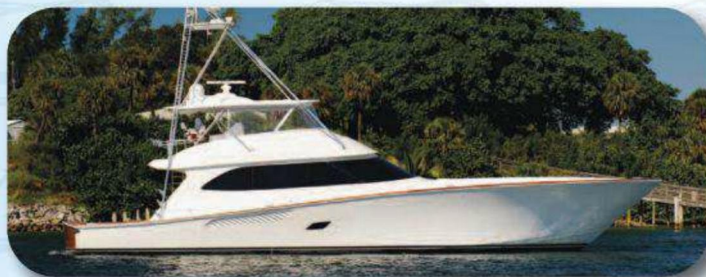
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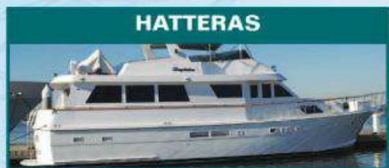
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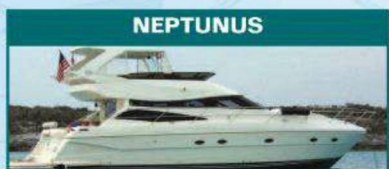
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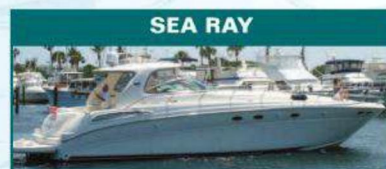
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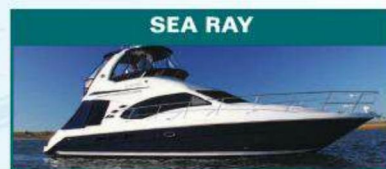
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**"LAST CHANCE" 58' 2005 ENCL. BRIDGE**  
Low hours on CATs, 4/3 layout. A GREAT PERFORMER!  
CALL GARY MACALUSO: 305-951-2762

## VIKING



**"MY CHILDREN'S INHERITANCE V" 58' 1998 CONV.**  
MANS. EXTENSIVELY UPDATED!  
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## OCEAN



**"RELENTLESS" 57' 2003 SS CONV.**  
TOO MANY RECENT UPDATES TO LIST!  
CALL MIKE MCCARTHY: 772-631-2838

## VIKING



**"EARLY BITE" 56' 2006 SF**  
12V2000 MTUs with low hours. Loaded!  
CALL JOHN STRADER: 954-610-4478

## VIKING



**"COYOTE" 55' 2000 55' SF**  
3/2 layout. CARED FOR WITHOUT REGARD TO COST!  
CALL JOHN STRADER: 954-610-4478  
Not for sale or charter to U.S. residents while in U.S. waters.

## VIKING



**NEW 54' VIKING! IN STOCK!**  
AVAILABLE FOR IMMEDIATE DELIVERY!  
CALL JOHN STRADER: 954-610-4478

## VIKING



**"FISH 'N' FOOL" 52' 2002 CONV.**  
1300hp MANs, fully rigged & ready to go!  
CALL STEVE MOYNIHAN: 561-722-9629

## RIVIERA



**51' 2007 CONV.**  
C-18 CATs, ALL THE GEAR! BRING OFFERS!  
CALL PAUL FLANNERY: 904-607-0099



Search for HMY on the App Store!



GRAND BANKS YACHTS

HMY represents the Tiara & Grand Banks brand in the Florida Keys through Jacksonville



In addition to the yachts featured in our ads,  
**HMY has 650 Central Agency Listings!**  
Full details are available at **hmy.com**



**HMY Yachts**

Let us put your yacht **IN** the market not **ON** it.



**POST**  
"MARLIN DARLIN" 50' 1996 CONV.  
MANs. Plan "A" 3/2 layout. NICE & CLEAN!  
CALL ROB EVERTON: 843-442-4205



**NEW VIKING**  
**NEW 50' VIKING! IN STOCK!**  
AVAILABLE FOR IMMEDIATE DELIVERY!  
CALL ROB EVERTON: 843-442-4205



**VIKING**  
"WAR CHANT" 50' 2000 CONV.  
Lightly used. Low original hours. PRICED RIGHT!  
CALL MIKE BROWN: 561-722-2298



**VIKING**  
"INNOVATOR" 50' 2003 EXP.  
Upgraded 1050hp MANs. LOADED WITH GEAR!  
CALL DAVE MEYER: 561-722-1047



**CABO**  
"BLUE TEE" 48' 2007 CONV.  
C-18 CATs. Professionally maintained. SHOWS LIKE NEW!  
CALL JIM KELLY: 954-675-4435



**RIVIERA DEALER DEMO**  
**DEALER DEMO 48' 2008 EXP.**  
C-18 CATs. CALL FOR WARRANTY INFO.  
CALL PETER MARKATOS: 954-829-3906



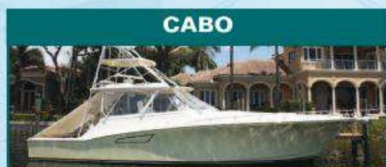
**VIKING**  
"PLENTIMAN®" 48' 2009 CONV.  
Low hours. ONLY LIGHTLY USED!  
CALL JAY JURGENS: 954-263-7186



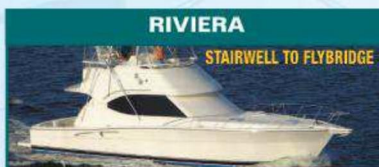
**CABO**  
"MY TIME OUT III" 47' 2001 CONV.  
CLEAN, WELL EQUIPPED, PRICED RIGHT!  
CALL TIM GREDICK: 843-607-7256



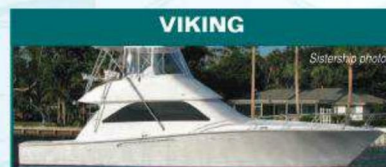
**RIVIERA**  
"NAVIGATOR" 47' 2006 CONV.  
Upgraded MTUs. LOADED! PRICE REDUCED!  
CALL PETER MARKATOS: 954-829-3906



**CABO**  
"PASSION" 45' 2008 EXPRESS  
C.R. MANs. UPGRADES! UPGRADES UPGRADES!  
CALL CHRIS GALLAGHER: 561-722-3178



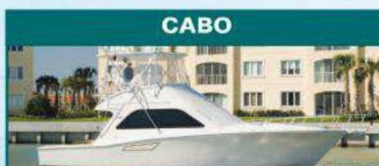
**RIVIERA**  
"CONSULTANT SEA" 45' 2008 CONV.  
Very low hours on CATs. ONLY LIGHTLY USED  
CALL MARK MITCHELL: 407-435-6982



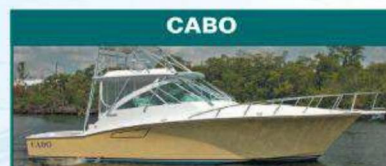
**VIKING**  
"TRIPLE BILL" 45' 2003 CONV.  
TOO MANY RECENT UPDATES TO LIST!  
CALL JOHNNY WISE: 772-260-2531



**VIKING**  
"REEL WORK" 45' 2009 EXPRESS  
Lovingly cared for w/many custom features & upgrades!  
CALL DAVE MEYER: 561-722-1047



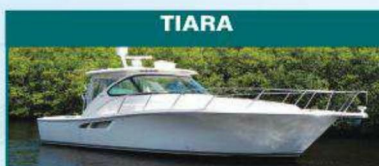
**CABO**  
"MISS JOYCEE" 43' 2003 CONV.  
Maintained by full-time captain. IMPECCABLY KEPT!  
CALL MIKE MCCARTHY: 772-631-2838



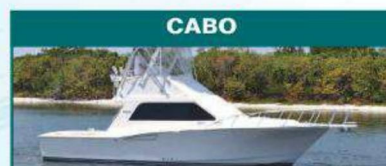
**CABO**  
"J HOOK" 40' 2006 EXP.  
800hp C.R. MANs. Bridge deck A/C. NEEDS NOTHING!  
CALL DAVE MEYER: 561-722-1047



**TIARA**  
"TORO" 41' 2001 TIARA OPEN  
CATs, helm A/C. CUSTOM TOUCHES! TURN KEY!  
CALL MARK MITCHELL: 407-435-6982



**TIARA**  
"ROB THE CRADLE" 39' 2009 OPEN  
WELL EQUIPPED! READY TO FISH OR CRUISE!  
CALL SEAN O'HERON: 772-919-2227



**CABO**  
"WEAK MOMENT" 35' 2005 CONV.  
C-7 CATs. GREAT EQUIPMENT, NICE & CLEAN!  
CALL PAT KELLY: 561-723-9300



# In addition to the yachts featured in our ads, HMY has 650 Central Agency Listings! Full details are available at hmy.com



hmy.com



## GRAND BANKS



"PASSAT IV" 65' 2009 ALEUTIAN  
C-18 CATs, stabilized. COMPARE HER TO NEW!  
CALL STEVE FITHIAN: 954-383-1999

## GRAND BANKS



"JACQUELINA" 64' 2003 ALEUTIAN  
800hp CATs. Highly customized. ONE OWNER!  
CALL STEVE FITHIAN: 954-383-1999

## WEST BAY



"DREAM CATCHER" 58' 1999 WESTBAY SONSHIP  
3406E CATs. Loaded! Needs nothing!  
CALL MIKE MCCARTHY: 772-631-2838

## ALDEN



"TWILIGHT" 56' 1997 CRUISER  
CATs. WELL MAINTAINED, SERIOUSLY FOR SALE!  
CALL MARK PARKER: 561-371-2615

## OFFSHORE



"TALLY HO" 54' 1999 PILOTHOUSE M/Y  
CATs. 2/2 layout. Extensive equipment list.  
CALL JAY RHOADES 561-310-3528

## JEFFERSON



"FRAN'S FANCY" 52' 2007 PILOTHOUSE M/Y  
Low hours on 540hp QSC Cummins. Clean & lightly used.  
CALL GEORGE IVEY: 904-476-7831

## SYMBOL



"TROPPA CARO" 50'+ 3 2000 PILOTHOUSE M/Y  
Low original hours on Cummins, 3 staterooms. LOADED!  
CALL JOHN HAUCKE: 561-371-7386

## GRAND BANKS



"HIGH POINT" 49' 2005 EASTBAY  
C-12 CATs. Professionally maintained since new!  
CALL STEVE FITHIAN: 954-383-1999

## GRAND BANKS



"ARETE" 49' 2007 EASTBAY SX  
C-12 CATs. Maintained to the highest standards.  
CALL JAY RHOADES 561-310-3528

## GRAND BANKS



"PRIME PLUS TWO" 49' 2001 EASTBAY  
660hp CATs w/low hours. Many custom touches!  
CALL STEVE FITHIAN: 954-383-1999

## GRAND BANKS



"GULLYWHUMPER" 46' 1997 EUROPA  
3116TA CATs, Naiad stabilizer, bow thruster & more!  
CALL JULEE JACKSON: 772-473-1768

## GRAND BANKS



"TOMCAT" 45' 2007 EASTBAY SX  
C-9 CATs. Maintained to the highest standards!  
CALL STEVE FITHIAN: 954-383-1999

## GRAND BANKS



"SANTA FE" 45' 2008 EASTBAY  
Low hours on CATs, popular aft galley layout. IMMACULATE!  
CALL JULEE JACKSON: 772-473-1768

## GRAND BANKS



"GENESIS" 42' 1996 TRAWLER  
CAT Naturals, popular 3 stateroom/2 hd, layout.  
CALL STEVE FITHIAN: 954-383-1999

## SABRE



"ENDLESS SUMMER" 42' 2008 EXP.  
Maintained to perfection! TOO MANY EXTRAS TO LIST!  
CALL JOHN HAUCKE: 561-371-7386

## AMERICAN TUG



"BUBBLES 3" 41' 2008 TRAWLER  
Bow & stern thruster. Every conceivable option!  
CALL MIKE BROWN: 561-722-2298

## SABRE



"MILLY" 38' 2005 SABRE EXPRESS  
440hp Yanmars. Maintained to the highest standards!  
CALL SANDY COCHRAN: 561-427-8746

## PACIFIC SEACRAFT



"BRUT" 38' 2000 AFT CABIN TRAWLER  
350hp CATs, 2/2 layout. Extremely well equipped!  
CALL SEAN O'HERON: 772-919-2227

**DID YOU KNOW? HMY IS THE BEST SOURCE TO MARKET & SELL YOUR TRAWLER,  
DOWNEAST, PILOTHOUSE STYLE OR ANY SIMILAR BOAT IN THIS CLASS.**  
**We are averaging over one sale per week of this type of boat! If you are considering selling,  
please call one of our sales experts or scan our QR Reader to learn more about HMY Yachts.**  
**Don't follow the leader...GET WITH THE LEADER!**



GRAND BANKS YACHTS

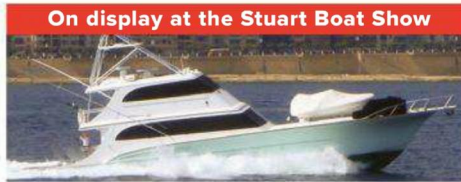
HMY represents the Tiara & Grand Banks brand in the Florida Keys through Jacksonville



Worldwide Yacht Sales | Yacht Charters | New Yacht Construction



106' Burger – Classic Burger motoryacht recently refitted. Excellent condition. Reduced to **\$995,000!**



On display at the Stuart Boat Show

78' Buddy Davis – 4 stateroom + crew, enclosed bridge – Reduced to **\$2,700,000!**



64' Grand Alaskan – Raised pilothouse, 2 staterooms, main deck dayhead – Reduced to **\$799,500!**



58' Hatteras LRC – Top quality 3 stateroom Long Range Cruiser – Reduced to **\$464,500!**



52' Hatteras Sportfisherman – 3 staterooms, huge cockpit, turn-key – Reduced to **\$239,500!**



49' DeFever – Stabilized, in very good condition – Asking only **\$248,000!**



47' Grand Banks Heritage EU – Excellent condition, low hours – Reduced to **\$760,000!**



44' Tollycraft – Great Loop veteran, flybridge, cockpit, sundeck model – Reduced to **\$149,500!**



44' DeFever Sundeck Motoryacht – Stabilized popular DeFever sundeck model in very good condition – Asking only **\$199,500!**



44' Viking Motoryacht - Double cabin layout, 21 knot cruise. Reduced to **\$165,000!**



43' Mikelson Convertible – Never fished convertible in excellent condition – Reduced to **\$280,000!**



38' Regal – Well-maintained, 2 stateroom / 2 head layout – Reduced to **\$119,500!**

To see more details about these and all other yachts around the globe, please visit our website below.

1.855.266.5676 | 954.684.0218 | [info@curtisstokes.net](mailto:info@curtisstokes.net)

**[www.curtisstokes.net](http://www.curtisstokes.net)**





WorldMags.net

# BRADFORD MARINE YACHT SALES

## A Legacy of Excellence: Innovative, Professional

STORY **Michael H. Bartlett** | PHOTOS **Bradford Marine**

*In today's fast-paced world, time is one of our most valued assets. Recognizing this, Bradford Marine has transformed itself to maximize their clients' time by combining their original ship repair yard with complete sales, charter and yacht management services. This innovative concept combines almost all aspects of yacht ownership under one roof, making the most efficient use of time for today's busy yacht owners, captains and crew.*

*Bradford Marine builds on its location and reputation as one of the premiere yacht repair facilities in South Florida by bringing a fleet of select yachts for sale together under one roof, literally and figuratively, at their undercover Yacht Showroom in Fort Lauderdale. The Bradford Marine Yacht Showroom is unique, with more than 50 yachts available for sale in one location. "We wanted to take brokerage a step further and with our listings docked at our service facility, we could chart a new course by combining sales and charter with additional quality services," said Paul Engle, President of Bradford Marine.*



**Bradford Marine Yacht Sales Office**





**B**radford Marine, with six service locations in Fort Lauderdale and in the Bahamas, has earned a reputation for excellence in service and sales since its founding in 1966. By including yacht sales at its main service facility, Bradford Marine Yacht

"Creating value for yacht owners means maximizing the availability of quality services while minimizing the amount of time they have to spend dealing with them," Mr. Engle continued. "Our ability to provide sales, charter, and service under one roof results in efficiency, a huge plus for our clients. While our



Sales has been able to develop a Rewards Program packaged with service advantages for centrally-listed yachts. With a free dockage program, discounted yard services, and free annual haul out, among many others, owners can really save time and money by having their yacht listed with Bradford Marine.

Rewards Programs give outstanding benefits to qualified yachts, the depth of service and talent we provide sets us apart. The combination of a safe and secure facility, with yacht and charter management, yacht sales, repair and technological support makes it easy for the yacht owner. Our service technicians can

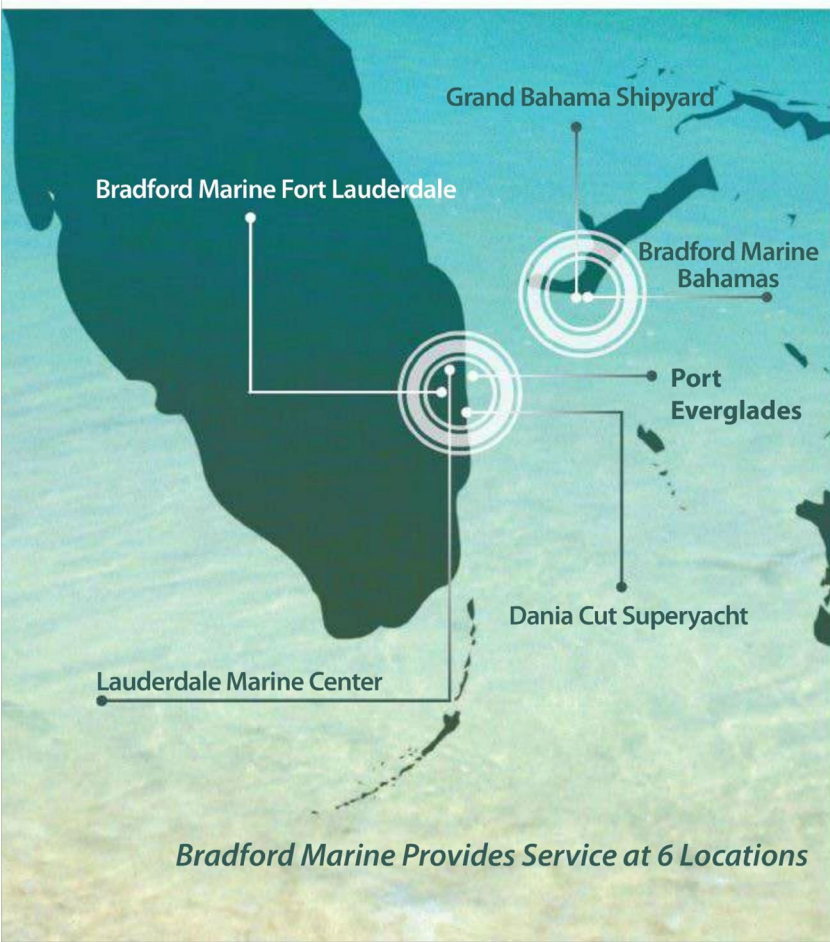
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***"The Bradford Marine Yacht Showroom is unique, with more than 50 yachts available in one location."***

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repair or refit your yacht, our Naval Architect can create a design modification, and our sales and professional management services can help with each aspect of yacht ownership...all in one place."

This played out in the recent afternoon on the docks at the Bradford Marine Yacht Showroom. Minutes after landing at Fort Lauderdale International, a relaxed buyer stood on the dock next to a prospective purchase. "Last time I was down here I think I spent more time in traffic than I did viewing yachts. There are three yachts in Fort Lauderdale I'm seriously interested in, and they







Undercover Showroom

are all right here," he stated. "I have a tight schedule and this makes it easy. I have one point of contact, the listing brokers are knowledgeable and professional here at Bradford, and I'm in and out."

Bradford Marine's sales, charter and professional service teams can provide a seamless response across all their disciplines. One owner who lists and charters his yacht through Bradford Marine told of its return from a week's charter in the Bahamas, arranged through Bradford's Charter Services Division. The yacht returned a day before the survey and sea trial scheduled for a prospective buyer. As soon as the charter guests disembarked, "Bradford had their service team on board. They already had the service

punch list the crew had sent ahead - all scheduled, all planned out," related the seller. "Last time I was in this situation, I was on the phone with three sub-contractors and had to move the boat after hours to get it to a yard. Bradford did it all, on time."

---

### ***"Our ability to manage sales, charter and service under one roof provides efficiency"***

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Bradford Marine has created new and unique ways to provide efficiencies in buying, selling, and chartering yachts along with its traditional yacht service. Innovations include on-site contract specialists who can give financial institutions confidence that transactions are structured properly. In-house expertise can be accessed for any reason, from dealing with Customs to the intricacies of classification societies and international sales. The development of Bradford Marine's Freeport shipyard has been a popular port of call for owners, captains and crew cruising in the Bahamas, providing the high quality services and technical support they depend on.



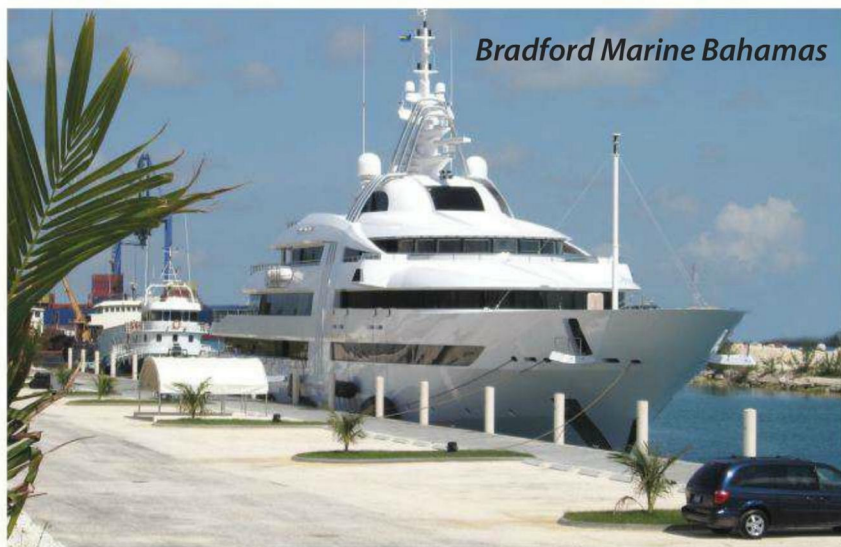
300 ton Synchrolift marine elevator



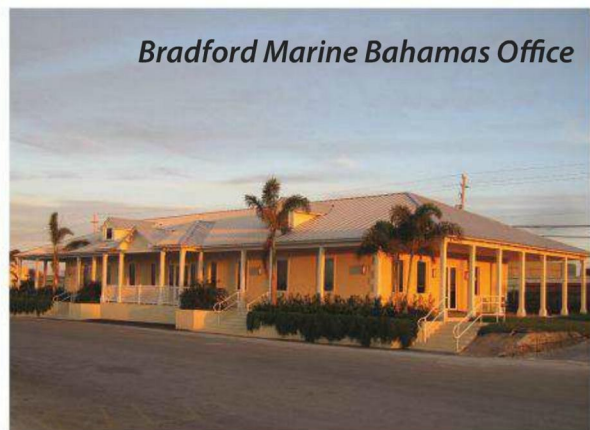


***"In South Florida and the Bahamas, Bradford Marine has capabilities few other service or sales groups can provide."***

"We thought long and hard to develop the different services Bradford provides," Paul Engle continued. "In South Florida and the Bahamas, Bradford Marine has capabilities few other service or sales groups can provide. If you need a paint job, a part, a charter, or are in the market to buy or sell a yacht, the Bradford Marine professionals are ready to assist. We have taken the opportunity to combine yacht sales and service in a new way, consolidating and managing a complete package that gives our customers full service, control, and one of the best teams in the world looking out for them and their yachting needs. Service is ongoing and we are always ready to assist."



***Bradford Marine Bahamas***



***Bradford Marine Bahamas Office***

There is no finish line when providing service."

This unique business plan, one that crosses a traditional shipyard with sophisticated sales and charter, gives Bradford clients the resources in both sales and service that today's modern yacht owners and captains demand. And using Bradford's proven ability to provide first-class yacht service, repair and technical support as a foundation, the inclusion of sales, charter and management services fills a void in the industry. It's a business plan with a future.





# BRADFORD MARINE YACHT SALES

**REDUCED!**



**1985 151' Bannenberg Designed Feadship**  
Five SR's | Original Owner  
CA Whit Kirtland - (305) 793-5886

**REDUCED!**



**2011 125' Northcoast Motor Yacht**  
Sleeps 10 in 5SR's + Crew | CAT's  
CA Whit Kirtland - (305) 793-5886



*Not Offered To US Residents While In US Waters*

**1996 115' Greenbay Marine**  
4 Guest SR's | ABS Certified  
CA Tucker Fallon - (954) 801-3645

**NEW LISTING**



*Not Offered To US Residents While In US Waters*

**1971 115' Breaux Baycraft**  
Caterpillar D346's | 4 SR's + Crew  
CA Whit Kirtland - (305) 793-5886

**NEW LISTING**



**1995 110' Broward**  
2900 HP Detroit Diesel's | 4 SR's + Crew  
Co-CA Steve Fill - (954) 815-8320



**1993 105' Broward Raised Pilothouse**  
MTU 2000's | Recent Paint Job  
CA Douglas Smith - (954) 478-7403



*Not Offered To US Residents While In US Waters*

**2006 105' Leopard**  
6000 HP MTU's | 4 SR's + Crew  
CA Whit Kirtland - (305) 793-5886



*Not Offered To US Residents While In US Waters*

**2000 100' Azimut**  
New to Market | Call for Details  
CA Whit Kirtland - (305) 793-5886



**1995 100' Mangusta**  
Asking \$1,395,000 | Trades Considered!  
CA Chis Saumsiegle - (954) 270-5617  
Bring Offers



**1988 95' Broward Motor Yacht**  
Motivated Seller | Long Range Cruiser  
CA Douglas Smith - (954) 478-7403



**92' Jones Goodell Yacht Fisherman**  
4 SR's + Crew | Major Refit  
CA Tucker Fallon - (954) 801-3645



*Not Offered To US Residents While In US Waters*

**1984 90' Broward**  
Captain Maintained | 3 SR's  
CA Douglas Smith - (954) 478-7403

**NEW LISTING**



**90' Christensen/Westport**  
Trans-Atlantic Veteran  
CA Tucker Fallon - (954) 801-3645



**1986 86' Stephens CMY**  
Extensive Extras | Kept Undercover  
CA Chis Saumsiegle - (954) 270-5617  
\$659K



**1997 84' Hatteras Elite Series**  
Recent Paint and Upgrades | Wide Body  
CA Douglas Smith - (954) 478-7403



**1963 84' Trumpy**  
New Bradford Marine Paint Job  
CA Shaun Mehaffey - (954) 658-2626

**NEW LISTING**



**1998 84' Monte Fino**  
2700 HP CAT's | 3 SR's + Crew  
CA Whit Kirtland - (305) 793-5886



**2005/2006 80' Cheoy Lee**  
Custom Built | 4 SR's + Crew | Walkaround  
CA Whit Kirtland - (305) 793-5886



**1974/1996 80' Burger**  
Captain Maintained | Ready to Cruise  
CA Whit Kirtland - (305) 793-5886



**1997 77' Tarrab | 680 Hours Only**  
Owner Financing Available 4.9%  
CA Chis Saumsiegle - (954) 270-5617  
\$695 Bring Offers

**FREE DOCKAGE** *For Central Listings*

To Learn About Free Dockage or One of Our Yachts Contact Us  
(954) 377-3900 or [info@BradfordMarineYachtSales.com](mailto:info@BradfordMarineYachtSales.com)  
[www.BradfordMarineYachtSales.com](http://www.BradfordMarineYachtSales.com)





# BRADFORD MARINE YACHT SALES

**FREE  
DOCKAGE**  
For Central  
Listings



2002 75' Fleming CPMY  
CAT 3412's | Mint Condition  
CA Whit Kirtland - (305) 793-5886



2005 72' Offshore CPMY  
Midship Master | Galley Open to Salon  
CA Tucker Fallon - (954) 801-3645



1999 74' Hatteras Sport Deck  
New Paint | Custom Layout  
CA Parker Bogue - (305) 793-3612



1991 72' Viking Motor Yacht  
1080HP Detroit's | Full Beam Flybridge  
CA Carlos Navarro - (954) 465-4501



2008 72' Hatteras Motor Yacht  
4 SR's + Crew | Full Hard Top  
CA Parker Bogue - (305) 793-3612



1984 70' Striker Sportfish  
MTU's | 4 SR's | Huge Cockpit  
CA Douglas Smith - (954) 478-7403



1984 70' Hatteras Custom Cockpit  
650HP Detroit Diesels | Total Refit 2003  
CA Parker Bogue - (305) 793-3612



1996 70' Hatteras  
One Owner | Low Engine Hours  
CA Douglas Smith - (954) 478-7403



2000 70' Hatteras Convertible  
3412 CAT's | 4 SR's  
CA Whit Kirtland - (305) 793-5886



1989 67' Hatteras  
Priced To Sell At \$499,000  
CA Whit Kirtland - (305) 793-5886



2003 65' Ocean Oydyssey  
Flybridge Extension & Open Galley  
CA Tucker Fallon - (954) 801-3645



1999 61' Queenship  
Clean | CAT's | Cruise Ready  
CA Parker Bogue - (305) 793-3612



1998 60' Offshore PHMY  
3 SR's | Galley Up | \$699,000  
CA Steve Fill - (954) 815-8320



2000 58' Viking Enclosed Bridge  
3 SR's | Captain Maintained  
CA Whit Kirtland - (305) 793-5886



2003 57' Bertram 570  
Huge Cockpit | Low Hours | Spacious  
CA Chis Saumsiegle - (954) 270-5617  
Bring an Offer Trades Considered



2002 56' Aicon Flybridge Motor Yacht  
Luxurious Interior | Asking \$595,000  
CA Chis Saumsiegle - (954) 270-5617



2006 55' Atlantis Express Cruiser  
Large Glass Hardtop | Electric Garage Lift  
CA Chis Saumsiegle - (954) 270-5617



2006 55' Neptunus Cabrio Express  
Runs at 28 Knots | Tops at 37 knots  
CA Chis Saumsiegle - (954) 270-5617  
\$595K Make Offer



2001 55' Viking Sportfish  
Impeccably Maintained | 3 SR's  
CA Carlos Navarro - (954) 465-4501



2009 47' Sea Ray Sundancer  
Extended Warranty | Motivated Seller  
CA Tucker Fallon - (954) 801-3645

To Learn About Free Dockage or One of Our Yachts Contact Us  
(954) 377-3900 or [info@BradfordMarineYachtSales.com](mailto:info@BradfordMarineYachtSales.com)  
[www.BradfordMarineYachtSales.com](http://www.BradfordMarineYachtSales.com)

**LUXURY YACHT CHARTERS**



# GALATI YACHT SALES

NEW YACHTS | BROKERAGE | PRE-OWNED  
AWARD WINNING SERVICE

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800.517.2993 | 800.549.0134 | 800.573.2517 | 800.456.7267 | 800.580.4835 | 800.614.8514 | 800.614.9719 | 800.651.8412



## 87' Marine Builders



87' 2006 \$2,999,999  
Elegant and spacious accommodations  
Call Eric for details 850.259.3172

## 86' - 80' Hatteras



80' 2004 \$4,500,000 Steve 239.825.6174  
86' 2003 \$3,995,000 Larry 850.259.8989

## 81' Burger



1978 \$590,000 Classic elegance,  
outstanding condition and is aggressively priced  
Call Dan 941.704.1578

## 76' Fairmile



76' \$699,000 Offers economical operation,  
luxurious interior and world class styling  
Call Larry 850.259.8989

## 70' - 65' Hatteras



70' 1991 \$795,000 Dan 941.704.1578  
68' 2007 \$3,195,000 Jason 941.518.1171  
65' 1997 \$599,000 Ben 850.259.8009

## 75' - 58' Viking Sport Cruisers



75' 2004 \$1,995,000 Ryan 941.545.6025  
67' 2006 \$1,995,000 Brutus 941.713.3137  
58' 2008 \$1,829,000 Matt 850.259.9900

## 56' - 53' Carver



56' 2006 \$599,000 Gregg 813.495.0301  
56' 2006 \$275,000 Ryan 941.545.6025  
53' 2000 \$399,000 Stan 850.596.1645

## 54' Bertram



54' 1999 \$625,000 Randy 713.816.2165  
54' 1989 \$427,500 Ben 850.259.8009  
54' 1987 \$299,000 Lee 727.422.4685

## 55' - 52' Viking



55' 2002 \$839,000 Jim 850.259.3246  
55' 1999 \$695,000 Jim 850.259.3246  
52' 2002 \$699,000 Chris 813.503.8398

## 52' Ovation



52' Sedan 2009 \$875,000  
No options spared when ordering this boat  
Call Kevin for details 850.259.1229

## 52' Viking



52' 2005 \$849,000 Chris 813.503.8398  
52' 2003 \$729,000 Jim 850.259.3246  
52' 2006 \$1,050,000 Jim 850.259.3246

## 64' - 54' Hatteras



64' 2006 \$1,800,000 Dan 941.704.1578  
60' 2005 \$1,499,000 Brian H. 850.380.9704  
54' 2005 \$925,000 Brian H. 850.380.9704

## 50' Marquis



50' 2009 \$799,000 Nick 850.830.4474  
50' 2009 \$990,000 Ryan 941.545.6025  
50' 2009 \$949,000 Brian H. 850.380.9704

## 50' Viking Sport Cruisers



50' 2004 \$549,000  
Call Kerry for details 941.920.0774  
50' 2004 \$599,000 Lee 727.422.4685

## 49' Grand Banks



49' Trawler 2001 \$429,000  
Dan 941.704.1578  
49' Classic 1983 \$279,000 Larry 850.259.8989

## 47' - 45' Cruisers



47' 2006 \$469,000 Eric 850.259.3172  
46' 2006 \$329,900 Dan 941.704.1578  
45' 2006 \$399,000 Jeff 239.691.8100

## 46' - 42' Carver



46' 2001 \$249,000 Dan 941.704.1578  
44' 2002 \$200,000 Kerry 941.920.0774  
42' 2006 \$349,000 Nick 850.830.4474

## 46' - 42' Grand Banks



46' 1990 \$265,000 Ben 850.259.8009  
42' 1997 \$429,000 Jeff 239.691.8100  
42' 2000 \$399,000 Dan 941.704.1578

## 43' - 42' Tiara



43' 2008 \$479,000 Kerry 941.920.0774  
43' 2009 \$599,000 Tim 850.502.9030  
42' 2004 \$369,000 Ben 850.259.8009

## Scan for ENTIRE INVENTORY





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**130' WESTPORT TRI DECK MY 2007**

New to market. Pavlik designer interior 2011. Upgraded state-of-the-art audio video system 2011, on deck master, desirable country kitchen style galley, bow & stern thrusters, large aft deck w/casual dining. A must see with all updated systems and excellent maintenance. Contact Central Agent, Wayne Cannava.



**150' RICHMOND TRI DECK MY 2010**

Brand new yacht with delivery and demo hours only. Ward Setzer naval architecture with stunning Pavlik interior that includes up to six suites with skylounge VIP. MTU 2000 hp mains provide a 16 knot cruise speed. Touch and go helipad and abundant outdoor spaces. Contact authorized agent, Jeff Stanley



**78' HARGRAVE SKYLOUNGE MOTORYACHT 2003**

Five staterooms in this high volume 78' MY. Day Heads on both main deck and skylounge levels, abundant equipment list. Dependable 3412 CATs—under 1600 hrs, twin 33 kw gensets, bow and stern thrusters, waste treatment....the list goes on and on. Call Jeff Stanley, Central Agent.



**77' HORIZON MOTORYACHT 2008**

Totally upgraded, 4 S/R + crew, CAT C-30's, 400 orig. hours. Walk-around decks, hydraulic bow & stern thrusters, hideaway lower helm station & remote control station. Cherry-wood w/granite-topped open galley & dinette fwd. On-deck day head, large teak aft deck, FB A/C, full equipment list. Contact Joe Majcherek, C.A.



**77' HATTERAS CMY 1987**

Huge volume, aft engine room motoryacht with a factory cockpit. Four generous teak staterooms with heads. Crew for two. New electronics, generators, AC and much more! Enormous flybridge is great for entertaining. Contact Jeff Stanley, Central Agent.



**72' DONZI SPORTFISHERMAN 1995**

Best described as a "battlegwagon", the 72 Donzi will get you there in comfort! Long range 3,000 gall fuel tanks, twin 16V92 Detroit Diesels. 3 ensuite cabins + crew for 2. Huge FB with all amenities and dumbwaiter! Great condition, captain maintained. Contact Jeff Stanley.



**66' GRAND ALASKAN FLUSH DECK 2005**

Built for extended cruising in this Seattle location, this motor yacht has walk around decks, bridge w/hardtop, enclosure & sky bar, on-deck Day Head, open galley up, 4 staterooms. Unique. \$1,395,000. Call Wayne Cannava, Central Agent.



**60' BERTRAM CONVERTIBLE 2000**

Merritt customized when new with teak package + Bausch tower. CAT 3412s allow 30 knot cruise. Light blue hull, teardrop windows, gloss maple interior with double berth VIP, loaded with gear and ready to travel. Call Eddie Wimbrow, Central Agent.



**56' NEPTUNUS MOTORYACHT 2003**

Just over 900 orig. hrs on 800hp CAT diesels. A very clean & updated 3-SR motoryacht. Brand new Boston Whaler tender on hydraulic swim platform, custom cockpit refrigerator, fresh electronics, all new A/C system. Turn-key vessel. Contact Joe Majcherek, central agent.



**63' HATTERAS MOTOR YACHT 2003**

CAT 3412s with 1200 hours, great electronics. Three stateroom/three head layout. Satin Makore interior. Professional care since new. Annual maintenance completed – survey ready. Owner will consider real estate trades! Contact John Noone, Central Agent.



**50' HATTERAS 1999**

This fine convertible is a 3 stateroom, 3 head (including one ensuite head in master) layout with galley up. 1150hp MTU's which allow a 30 knot cruising capability. Pipewelders half tower with 3 sided enclosure. Offers. Contact Central Agent, Jim McKee.



**58' POSILLIPO TECHNEMA 1986**

Very spacious 3 stateroom layout with separate crew cabin. TNT lift and jet tender on transom. Rebuilt main engines and new twin gens. Great value in an American spec Euro Cruiser. Easy to see in south Florida. Contact Jeff Stanley, Central Agent



**34' GLACIER BAY POWERCAT 2006**

T/380 hp Cummins with 525 hours. Perfect layout boasting two separate cabins, full galley and an enclosed pilothouse/lounge area. Like new condition, ready to fish or cruise. Price just reduced. Call Jeff Stanley, Central Agent.

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## 62' STRIKER - 1987

2 Detroit Diesels, 1080 hp each. 100 hours on rebuilt mains. Family cruising or Fishing "Big Bite" is ready to take you there. Asking \$330,000.  
**Dan Morrison 954.648.1702**



## 60' JEFFERSON - 1987

Fresh water kept under cover; 550 DD; thruster; Galley Down; 4 SR's; day head; 5 heads; well cared for. Seller is Motivated...\$349,000/offers  
**Dan Barfoot 561.441.8600**



## HINCKLEY PICNIC BOAT EP

Single 440 Yanmar and Hamilton Jet Drive Electronics with GPS, Northstar 952 GPS Chartplotter, Raytheon ST60 multifunction \$395,000.  
**Ed Osgood 239.628.3315**



## 58' PACHOUD - 2004

Very high quality throughout with low hours on reliable Cummins. Equipped to dive, fish or cruise. Motivated owner just reduced price.  
**Greg Pierce 561.385.4564**



## 58' WESTBAY SONSHIP - 1997

Cat Diesels-Low hours, Nalad Stabilizers, Bow Thruster Oak Interior, Inverter, Dinghy Davit. Reduced. \$525,000  
**Roger Cole Tampa Bay 727.460.0228**



## 52' VIKING - 2004

Teak cockpit/covering boards. \*\*LOTS OF CUSTOM EXTRAS\*\*  
Owner wants offers! \$628,999 O.B.O.  
**Dave Longfellow 561.281.8015**



## 50' HATTERAS SF - 2000

Immaculate condition, ready to fish or cruise. Best price on the market under 400k.  
**Lenny Beck 800.627.2628**



## 46' JEFFERSON TRAWLER - 1987

1700hrs on Twin 260Hp Cats. 2006 Generator, Two Stateroom, Two heads. Super Clean inside and out, Turn Key, Bring offers!  
**Jeremy Cox 850.776.8384**



## 41' LUHRS - 2008

Twin QSM 11, Loaded with options, Captain Maintained, Helm Air, Upgraded Electronics, Recent Price reduction. Asking \$319,000  
**Lawrence Pirritino 305.942.9043**



## 39' MAINSHIP 390 SEDAN - 2001

Single Cummins 330 with only 854 hours. All the amenities, upper and lower helms, and thruster. Owner is moving up and wants to sell now. \$134,900  
**Bill Miller 910.471.9164**



## 38' TIARA OPEN - 2002

Fish rigged, 2 livewells, Cummins power, every factory option, Asking \$215,000. Bring Offers!!!!  
**Paul MacCormack 772.812.1182**



## 37' RYBOVICH DAYBOAT - 1964

315 Yanmar's with under 100 hrs. Gen and watermaker, new paint and varnish. Possibly the nicest vintage dayboat afloat. **Priced to sell!**  
**BillKimball@UnitedYacht.com 561.644.6924**



## 36' HATTERAS - 2008

Refurbishment. Estate Sale, Cummins w/120 hrs, genset/ AirConditioned F/B Underwater lights. Must Sell. Ask \$159K. On the Hard, Savannah, Ga.  
**Jerry Fath 912.897.0009**



## 36' CRUISERS ACMY - 1998

Two staterooms, two heads, very large aft party deck, nice electronics, very clean and ready to cruise. Reduced to \$89,900 for quick sale.  
**Michael Lesko 813.927.5645**



## 30' POWER CAT - 2003/2009

T 315hp Yanmar 6LP-STZP Diesels w/ Bravo III Seacore Drives, SS props, Cruise 30 kts. @ 20 gph. Top spd. 40 kts. Cruise ready. Call for details.  
**Tom Murphy, CPYB 443.994.2705**



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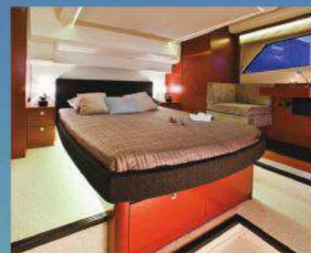
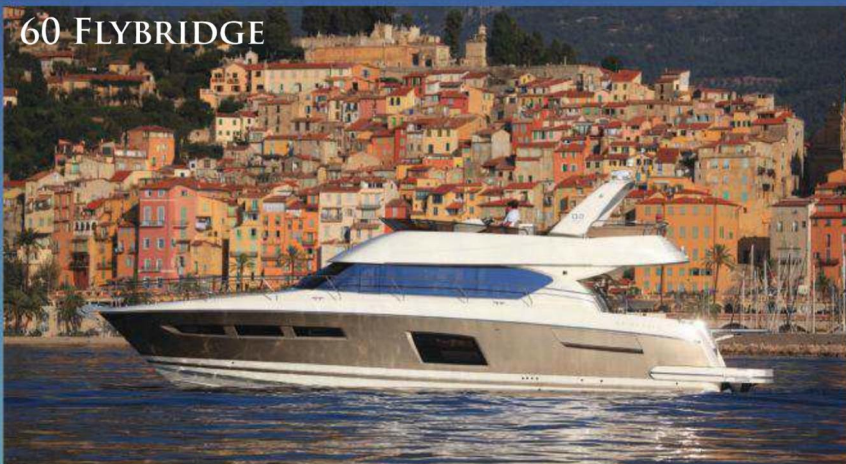
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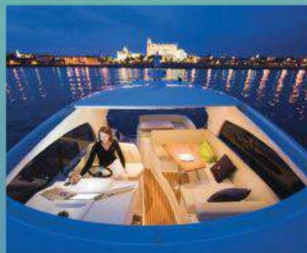
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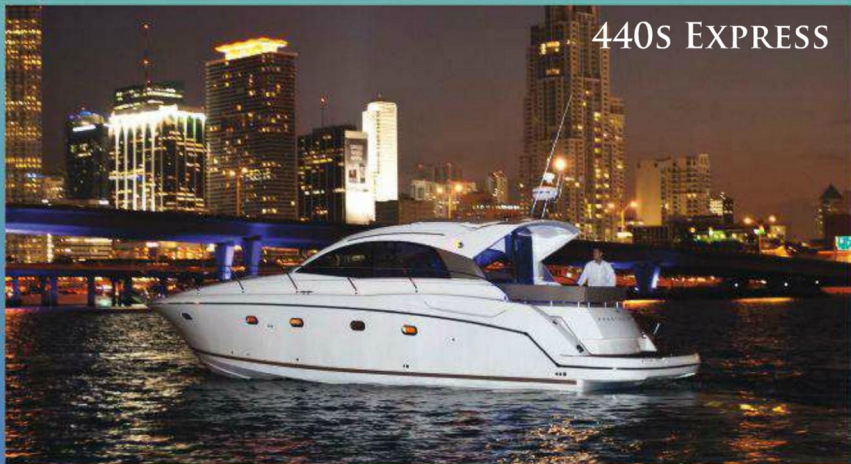
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500S EXPRESS



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The all new YachtCat 56'

LOA: 56'-0"  
Beam: 17'-0"  
Draft: 4'-0"  
Staterooms 5  
Full Heads 6  
Fuel: 800 gal.  
Water: 200 gal.  
Engines: 2 x 715  
Drives: 2 x POD  
Cruise/Max 26/30 knots

The redesigned YachtCat 50'

LOA: 50'-0"  
Beam: 17'-0"  
Draft: 3'-8"  
Staterooms 3-4  
Full Heads 2-4  
Fuel: 820 gal.  
Water: 200 gal.  
Engines: 2 x 600  
Drives: 2 x POD  
Cruise/Max 25/29 knots

The all new YachtCat 45'

LOA: 45'-0"  
Beam: 17'-0"  
Draft: 3'-0"  
Staterooms 3-4  
Full Heads 2-4  
Fuel: 300 gal.  
Water: 100 gal.  
Engines: 2 x 375  
Drives: 2 x Stern  
Cruise/Max 24/28 knots

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# BLUEWATER Yacht Sales



2012 Viking 42 Open-Pod Drives!



2007 Viking 45 Convertible



2000 Viking 47 Convertible



2000 Viking 47 Convertible



2003 Viking 48 Convertible



2005 Viking 48 Convertible



1988 Viking 48 Convertible



2001 Viking 50 Convertible



2002 Viking 52 Convertible



2006 Viking 56 Convertible



2008 Viking 60 Convertible



2012 Viking 60 Convertible



2002 Ocean Super Sport 48



1999 Hatteras 50 Convertible



2001 Viking 61 Convertible



2008 Viking 64 Convertible

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**2010 VIKING 46 CONVERTIBLE**  
Lightly used, has it all! 30+ knot performance, soft ride, stylish looks, cockpit mezzanine, & low maintenance. Practically a brand new boat.

- 81' Burger Classic Cockpit Motoryacht 1967
- 70' Viking Sport Cruiser - One owner - 2005
- 65' Viking Sport Cruiser V65-2006 & 2000 (2)
- 65' Romsdal Trawler-reduced \$100k! 1962
- 64' Viking Convertible-Never fished 2008
- 62' Buddy Davis Sportfish-**Spacious!** 1977
- 61' Viking Sport Cruiser MY- 2004 & 2005
- 61' Viking Convertible - **Mezzanine!** 2001
- 60' Viking Convertible - NEW 2012 In Stock!
- 60' Viking Convertible - **LOADED!** 2008
- 60' Jefferson Marquessa MY - Freshwater 1987
- 58' Custom Carolina Taylor Made 2000
- 57' Custom Carolina- Great Charter! 2001
- 56' Alden Downeast Flybridge 1996
- 56' Alaskan Raised Pilothouse 2006
- 56' Viking Convertible - '07 Updates- 2006
- 55' Sea Ray Sedan Bridge 550 - 1993
- 55' Ocean Convertible-**Reduced!** 1990
- 54' Custom Carolina Alex Willis 2005
- 54' Sea Ray 540 Sundancer-**Reduced!** (2)
- 54' Bertram Sportfish-One owner-1987
- 53' Elco Commuter-Restored! 1937
- 53' Jarrett Bay Custom-New paint 1993
- 53' Cavaleer Convertible-only 145hrs-'05
- 52' Viking Convertible - Mezzanine 2002
- 50' Cruisers 5000 Sedan - CAT power 2001
- 50' Hatteras Convertible - Pro kept - 1999
- 50' Fairline Phantom-low hours 2002
- 50' Cruisers 5000 Sedan 2001
- 50' Ricky Scarborough Custom 1982
- 50' Ricky Scarborough Open 2008
- 50' Viking Convertible-2001, 1997 (2)
- 49' Cruisers 490 Sedan-Loaded! 2006
- 48' Viking Convertible-'05, '03, '02!
- 48' Viking Convertible - Updated!(2)1988
- 48' Ocean Super Sport - **New Listing** 2002
- 48' Sabre 48 Salon Express 2012
- 48' Sea Ray Motoryacht-3strms! 2004
- 48' Chris Craft 480 Catalina MY 1988
- 48' Meridian 459 Cockpit MY 2004
- 47' Davis Convertible -Upgrades - 1991
- 47' Viking Convertible - Fresh motors 2000
- 46' Viking Convertible **JUST LISTED** 2010
- 42' Viking Open - **NEW 2012 In Stock, IPS!**
- 37' & 30' Back Cove - **NEW 2012!**
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2005 Viking Sport Cruiser 70 FBMY •



2006 Viking Sport Cruiser V65 •



2000 Viking Sport Cruiser V65 •



2005 Viking Sport Cruiser 61 FBMY



1987 Jefferson 60 Marquessa MY •



2006 Alaskan 56 Raised Pilothouse •



1996 Alden 56 Downeast FBMY •



2000 Sea Ray 540 Sundancer



1999 Sea Ray 540 Sundancer •



1937 Elco Commuter Restored 53 •



2001 Cruisers 5000 Sedan •



2002 Fairline 50 Phantom



1991 Ricky Scarborough 53 •



2008 Ricky Scarborough 50 •



2012 Custom Carolina Caison 49 •



2009 Custom Carolina Gillikin 45



2000 Custom Carolina Taylor Made 58 •



1987 Bertram 54 Sportfish •



1993 Jarrett Bay Convertible •



New Regulators from 23' to 34'

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SERIES

AVAILABLE, ARRIVAL SUMMER 2012

**BRAVO 88' CHEOY LEE 2012** - New model for 2012. 4 in owners 2 in crew, C-32 1900 HP ACERTS. Contact Cheoy Lee Shipyards for information.



ALPHA 76 EXPRESS

**ALPHA 76 EXPRESS CHEOY LEE** - New exciting Michael Peters design for 2012 featuring dramatic atrium. Interior styled by Luiz de Basto. Spectacular performance as well as state-of-the-art features. Contact Cheoy Lee Shipyards for information.



ALPHA 76 FLYBRIDGE

**ALPHA 76 FLYBRIDGE CHEOY LEE** - New model for 2012. Soon to come flybridge version featuring lower station and galley up layout. Contact Cheoy Lee Shipyards for information.



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**BRAVO 95 ENCLOSED PILOTHOUSE 2006** - On deck master, 3 guest cabins, 2 in crew with lounge, C-32 1652 HP CAT's, twin 40 kW gen sets, original owner. En-route to Florida. \$4,395,000. Contact Marty Isenberg 954-448-0561.



**BRAVO 78' CHEOY LEE 2009** - Spacious Sylvia Bolton interior w/rich Sappelle wood. 3 SRs, crew aft/roomy lounge. CAT C-30's 1,550 HP each, 2x 30kW Northern Lights gens. Captain maintained. Contact Marty Isenberg 954-448-0561.



**CHEOY LEE 72' COCKPIT MY 2006** - Spacious, 3 SRs + crew. Country galley, 2 helms. Low hours C-18 CATs 1000 HP. Well equipped. Custom fold down arch, air draft 18'6". Impeccable!! Now in South Florida. Contact Marty Isenberg 954-448-0561.



**CHEOY LEE 72' COCKPIT MY 2003** - Excellent 3 SR layout with crew quarters, country style galley, "D" rated 1,000 HP Caterpillar 3412, Fish rigged. Captain maintained with low hours. Contact Marty Isenberg 954-448-0561.





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Marlow Marine Sales, Inc.



### 2007 Marlow Explorer 72E-CB

This magnificent Marlow Explorer with the popular Command Bridge option. The beautiful teak interior is well laid out and offers 4-staterooms and 3-ensuite heads as well as crew quarters. Powered by 1800hp CAT's she can cruise at 24 knots. Located at our facility and ready to cruise away.



### 2003 Marlow Explorer 65C

"Reel Class II" has been Captain maintained by a meticulous owner. Her 3-staterooms with ensuite heads plus full crew quarters make her a great family yacht. Powered with 800hp, CAT 3406's she cruises with great efficiency. Please call today for details.



### 2006 Marlow Explorer 53C

"Blue Gill" has come to the market for the first time as her owners are retiring from yachting. She is powered with the ever popular CAT C-12 engines providing 700 hp each. She is priced to sell quickly. Call for details.



### 2006 Marlow Explorer 70E-CB

"X-IT" is a 70 Command Bridge customized throughout. Includes enlarged galley and high gloss interior. Powered by CAT C-18's, with a cruise of 18-20 knots and top speed of 23 knots. "X-IT" is a great opportunity.



### 2003 Marlow Explorer 57C

"Beech to Beach" well cared for and constantly upgraded including the addition of stabilizers. Powered by 800hp CAT 3406's with a 1200 mile range at 8 knots. Please call for more details about this great opportunity.



### 2008 Marlow Explorer 53C

"Miss Ruth" is a lightly used, well equipped Explorer 53C powered by 700hp CAT C-12's. She is maintained to the highest level by her meticulous and knowledgeable owners. Call today for details about this beautiful yacht.



### 2008 Marlow Prowler 37 Classic

Triple Four Stroke Yamaha 250's power this very classy picnic boat. With same construction methods as her big sisters, the Marlow Explorers, "Sea Ya Later" will be the talk of the dock.



### 2003 Marlow Explorer 72C

"My Patricia" has three staterooms with ensuite heads for owners and guests and full crew quarters aft. Captain maintained, she has CAT 3412's to provide a fast cruise and top speed of 26 knots. Call today for details.



### 1996 46' Grand Banks Europa

"Maria" is a meticulously maintained 46 Europa that was designed with a beautiful custom floor plan. Powered by 350hp CAT's she can cruise at over 16 knots. Come see this great vessel at our docks.



### 2001 Selene 50 Ocean Trawler

"Julianne" is a serious blue water trawler with classic style and modern upscale accommodations. She is well equipped, professionally maintained, and ready to cruise. Call today to arrange a showing.



### 2001 Navigator 56 Classic RPH

This nicely designed yacht with three staterooms, comfortable pilothouse and large flybridge is powered by twin 430hp Volvo® diesels. Owner will consider reasonable trades!



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Marlow Marine Sales, Inc.

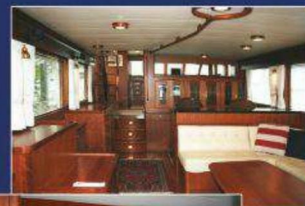
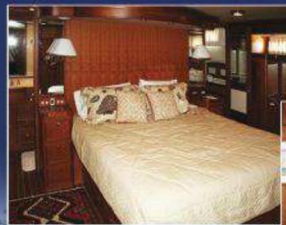


### 2008 Marlow Explorer 70E-CB

"Jackpot II" is a traditionally styled work of art as well as a high tech, high performance, ocean going adventure yacht. This highly sought after Marlow Explorer 70E Command Bridge model is the perfect cruising machine for today's yachting adventurer. She is powered with the ever popular 1015hp Caterpillar® C18's delivering a top speed of over 25 knots and a cruising speed of 23 knots; yet, she sips just 9gph at 8.3 knots giving her a displacement speed range of over 1,800 miles. Her accommodations are roomy, warm and open offering spectacular views throughout. Make arrangements to visit our facility and view "Jackpot II" today. We are confident you will be impressed.



### Jackpot II



### Happy Endings



### 2003 Marlow Explorer 70E

"Happy Endings" is a wonderful 70E Marlow Explorer with three staterooms and three heads as well as separate full crew quarters. She has been well maintained and has low hours and many recent upgrades. Her 800hp Caterpillar® engines will let you cruise at 8 knots for over 1600 miles on a single tank of fuel and allow you to run at 20 knots when you want to reach your destination fast. "Happy Endings" is a great value providing the quality and performance that the Marlow Explorer is famous for. Please call today for details.



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**LSX92 | Lazzara | 2012 | UNDER 7,900,000 USD**

New and available mystic blue hull. 4 Staterooms plus crew. Fold down balcony off master stateroom. Sunroof in addition to the large flybridge.

Major Price Reduction



**LOLLY | 80' Lazzara Skylounge | 2007 | 3,195,000 USD**

Walkaround Decks, Sky Lounge, CAT C32, Twin Jet Skis, plenty of toys!

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Price Reduction



**LOLITA | 75' Lazzara LSX | 2008 | 2,995,000 USD**

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Not for sale in US waters

2012' Delivery - 37kts



**LMY 85ss | Lazzara | 2013 | STARTING AT 6,100,000 USD**

Twin CAT C32 Acerts, the fastest motor yacht in its' class

Immediate Delivery



**BREEZE 76 | Lazzara | 2011 | UNDER 5,000,000**

Four staterooms plus crew, Walkaround Decks, Largest Flybridge in its class

Brokerage | Construction | Management | Crew





**LMY64 | Lazzara | 2013 | STARTING AT 2,875,000 USD**

Brand new design. Available for summer 2012 delivery. 4 Staterooms plus crew. Twin IPS 1200 for 35 knot top end.

**New To Market**



**ENDLESS LOVE | 84' Lazzara | 2009 | \$3,849,000**

Newest Lazzara 84 available, priced to sell, low hours, many upgrades  
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**Must See, Next To Sell**



**ALL IN | 68' Lazzara | 2005 | 2,195,000 USD**

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**New Construction**



**LMY 116 | Lazzara | 2012 | STARTING AT 10,950,000 USD**

On deck Master Stateroom, 27kt top speed, 5 staterooms plus crew

**Major Price Reduction**



**BELLA CONTESSA | 106' Lazzara | 2004 | 4,500,000 USD**

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**LOOSE ENDS - 1994 106' WESTSHIP RPMY**  
LOUIS DVORAK 954-336-7345



**2007 80' HATTERAS MY**  
KEVIN MCCARTHY 954-798-0969



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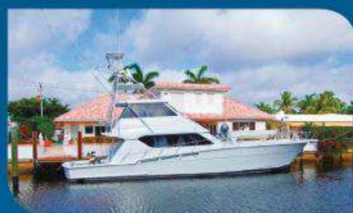
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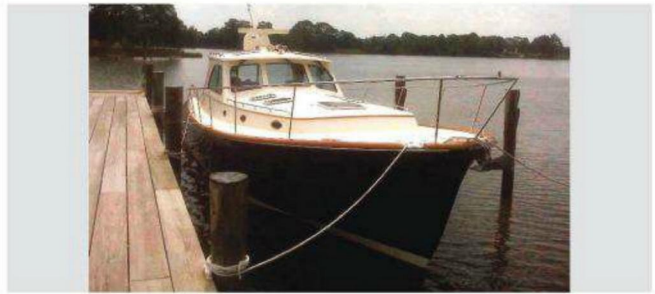
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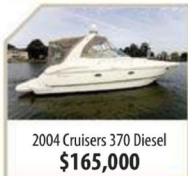
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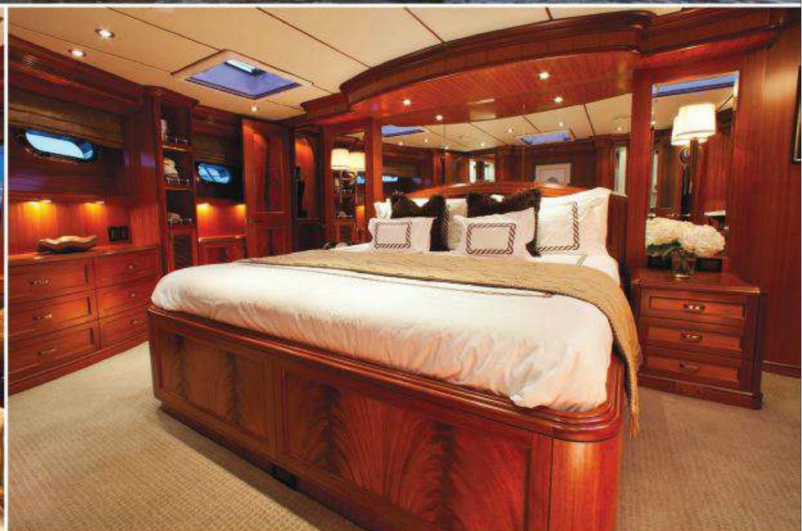
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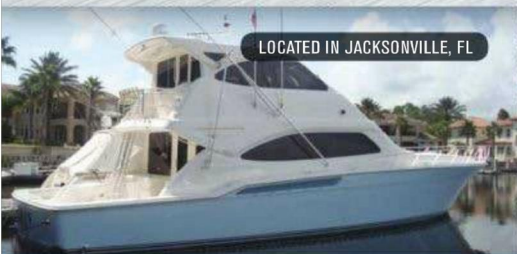




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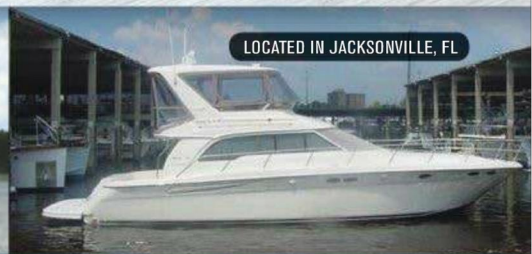
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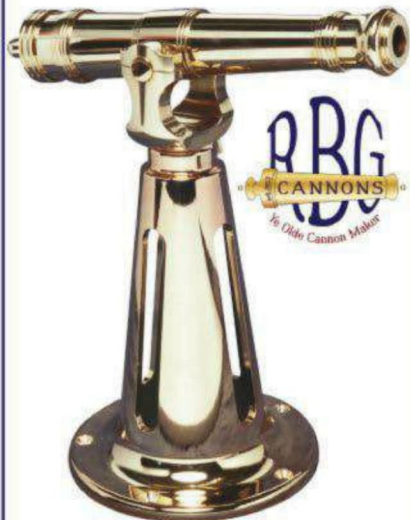
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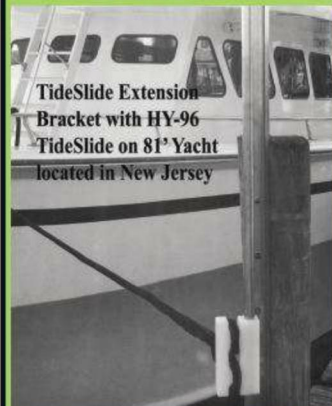
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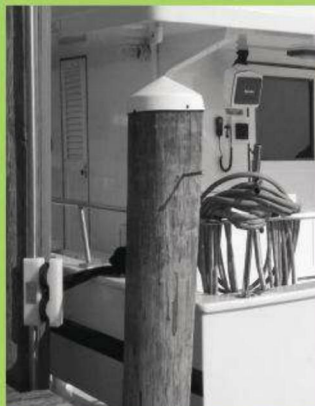
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# AFTER WORD

THERE'S MORE TO AFTER-DARK NAVIGATION THAN HAVING HIGH-FALUTIN' ELECTRONICS. TEXT BY CAPT. BILL PIKE

## Fright Night

I was curious, really. I hadn't done any hard-core, night-time navigation in years. Sure, over the past couple of decades, I'd briefly piloted a few recreational vessels around in the dark, plying parts of rivers and bayous with little more than a chartplotter, a careful hand on the wheel, and a trusty spotlight. But frankly, in all that time I'd never shepherded a vessel through the darkness into a big, working seaport with radar as my primary navigational tool. Would I be as good as I used to be?

A pompous question, perhaps. But during the '70s and '80s as a Merchant Marine officer, I became exceedingly comfortable with piloting commercial vessels into and out of unfamiliar ports at night. And I got that way for one reason: I was good at it.

At any rate, the ship's clock struck 11 as we drew abeam of Cape Henry Light, just east of Norfolk, Virginia. I put the Kadey-Krogen trawler I was navigating on course toward Annapolis via Chesapeake Channel. The lofty old lighthouse on the cape hovered in the mists.

Rain spattered the windshield. "Just what I need," I grumbled, turning on the wipers. Captain Greg Gandy, head honcho of our little delivery team, snored softly on the settee at the rear of the wheelhouse.

It was not a soothing sound. My psyche was rapidly succumbing to a case of nerves such as I hadn't experienced since I'd made my first after-dark runs in broken-down old oil-field boats. The horizon scintillated with a veritable phantasmagoria of lights from dredges, tugs pushing barges, tugs pulling barges, fishing boats, warships, regular ships, recreational vessels, aids to navigation, onshore facilities—you name it!

Having top-notch plotter cartography alongside the touchscreen radar helped me decipher the scene. After identifying each AIS target on the plotter I'd double-check its CPA (Closest Point of Approach) using the radar's range and EBL (Electronic Bearing Line). AIS data also facilitated hailing vessels on the VHF, making it easier to sort out the traffic.

But here's the deal. In spite of all the sophistication of the electronics package I was using, the calm self-assurance I'd enjoyed in former years was gone. Disappeared. *Poof!* And in its place had arisen a state of mind that was way too intense, overly reactive, and jumpy.

"*Carnival Pride, Carnival Pride,*" squawked the VHF. "Calling the boat a couple miles ahead, north of the Chesapeake Bay Tunnel."

"Whoa," I gulped, grabbing the VHF mike. Apparently there was a



“The two cruise ships would meet and squeeze past each other in minutes.”

cruise ship coming up the channel from astern—a detail I'd somehow missed, perhaps because our wheelhouse had no after windows, perhaps because my mind wasn't focused, perhaps both.

On a working frequency, *Carnival Pride's* pilot explained the traffic situation. His ship, he said, was heading north in the fairly narrow channel and another cruise ship was heading south. The two would meet and squeeze past each other in a matter of minutes.

"Can you get out of the channel for a while, Cap?" the pilot asked. "It's gonna get pretty tight for you."

My next move was a humble one. Because I didn't want to shoulder the responsibility for leaving the channel and possibly tangling a prop in a crab-pot warp, I shook Gandy awake, and, with his blessing, headed for the hills right sportily. Pot warps be darned!

"Well, Greg," I said, as the two monstrous vessels swept past us like brightly lit floating cities, "I've just learned something."

"What's that?" he asked.

"You gotta stay on top of this runnin'-at-night stuff," I explained. "You either maintain the skill set you need through regular practice or it's gonna be fright night every darn time."

"Yeah, Bill," he agreed. "You snooze, you lose." PMY

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